

U.S. PATENT AND TRADEMARK OFFICE
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SERIALIZED
INDEXED
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JAN 20 2000

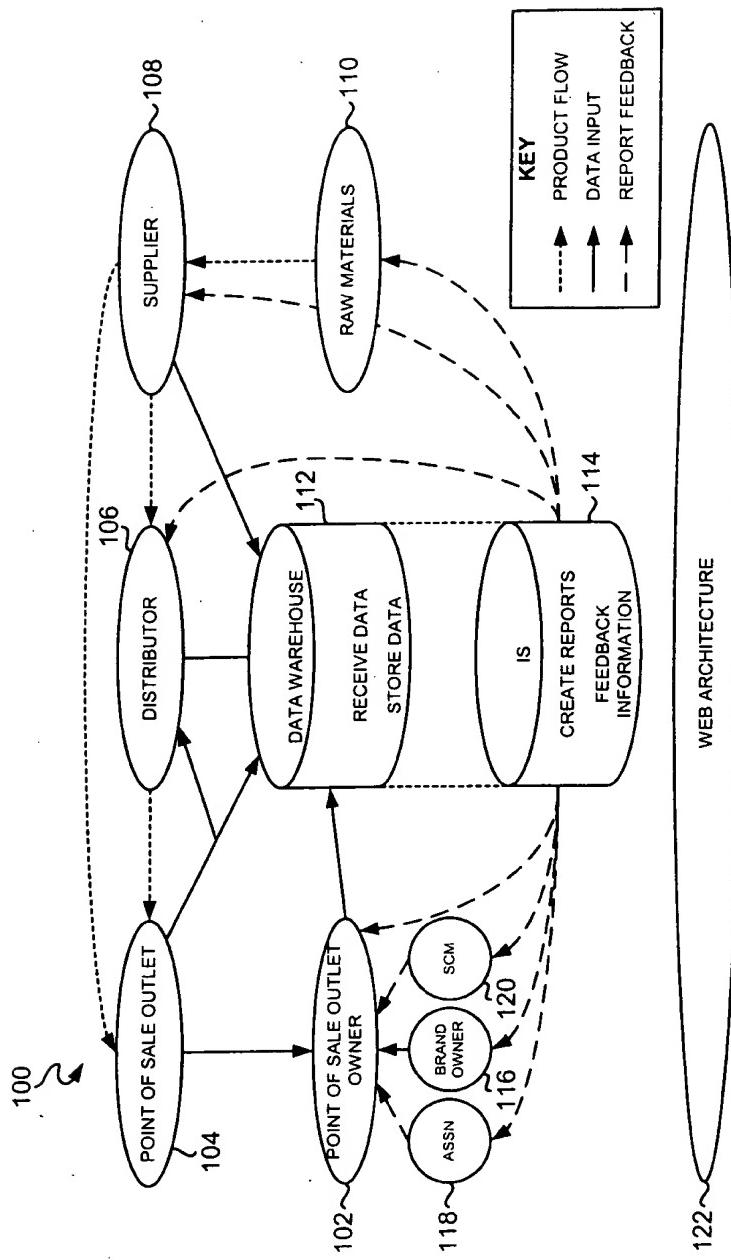
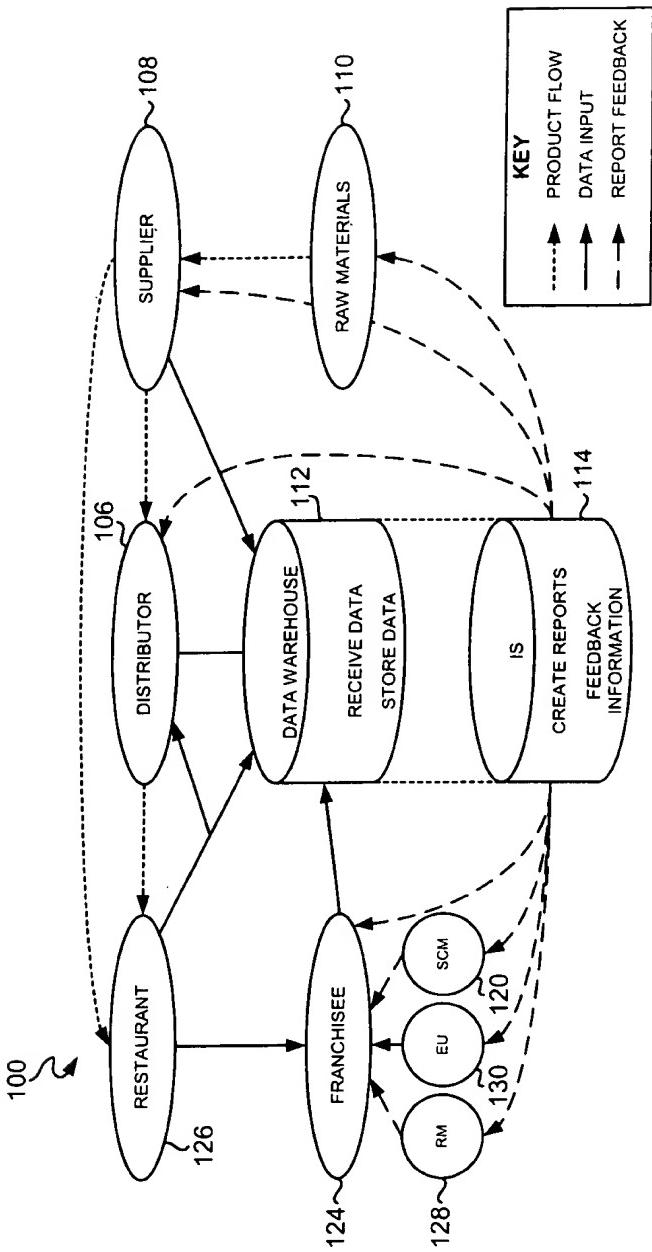


FIG. 1A

100
106
108
110
112
114
120
122
124
126
128
130

WEB ARCHITECTURE

FIG. 1B



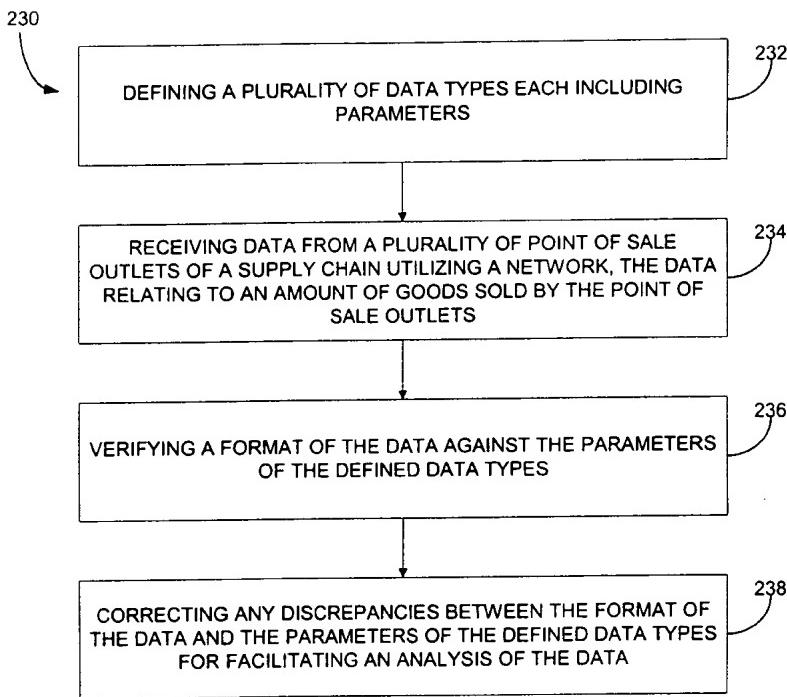


FIG. 2

100025 - DOCUMENT FWD

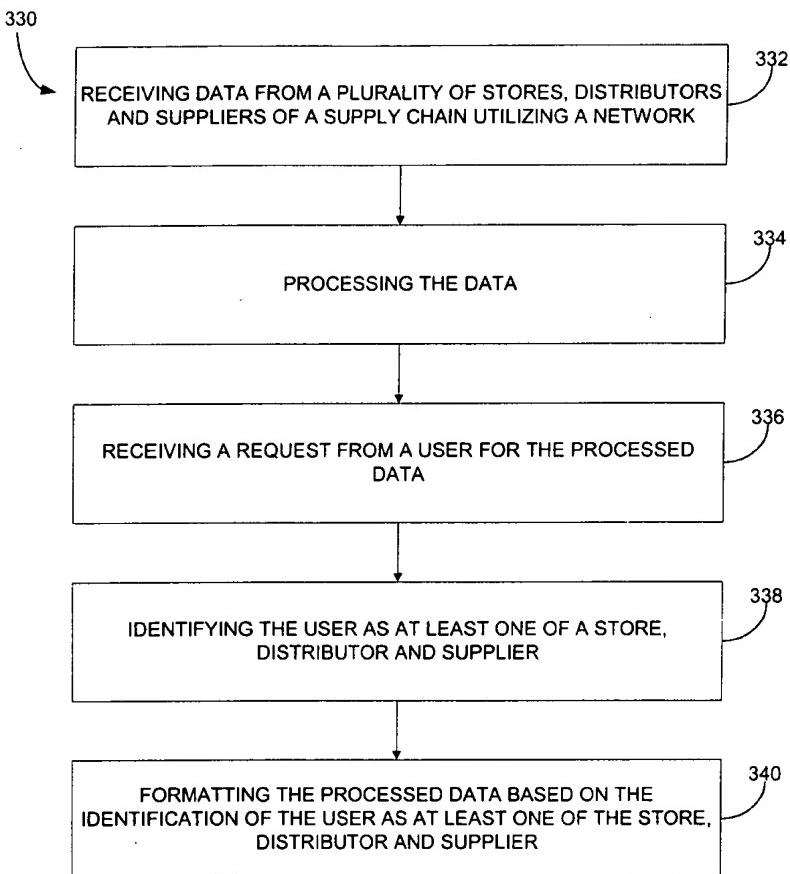


FIG. 3

PROFESSIONAL
HOSTING SERVICES

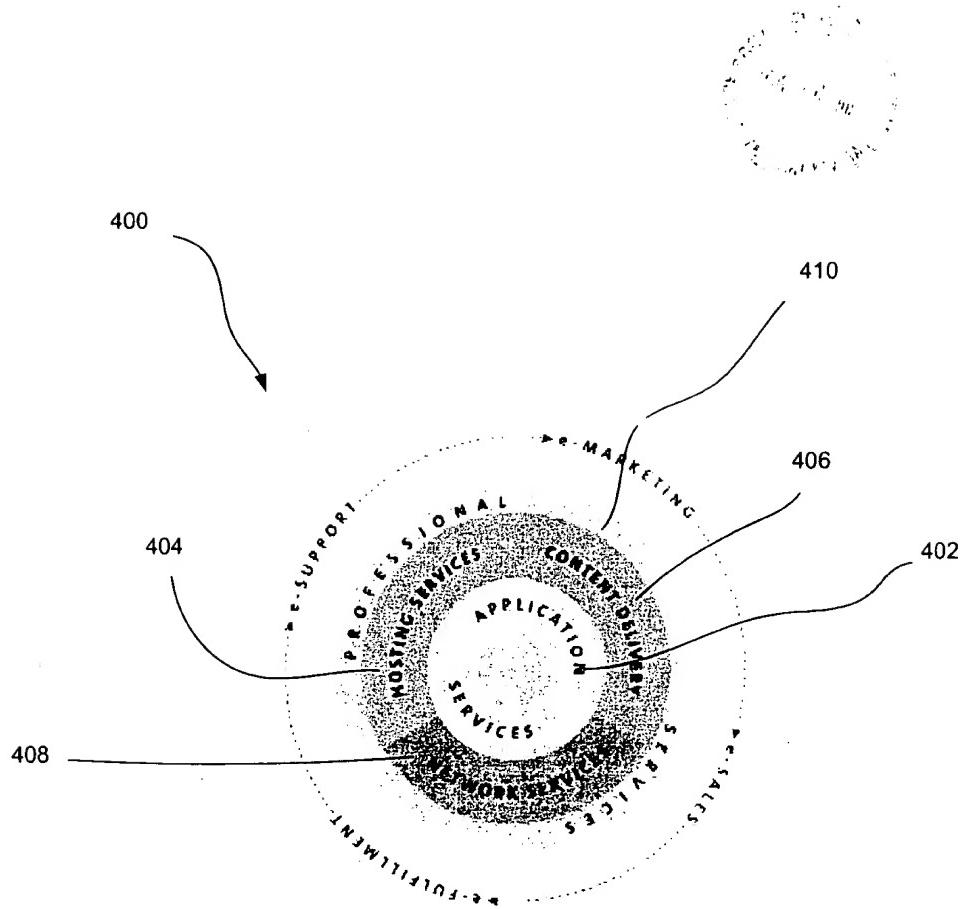


Fig. 4

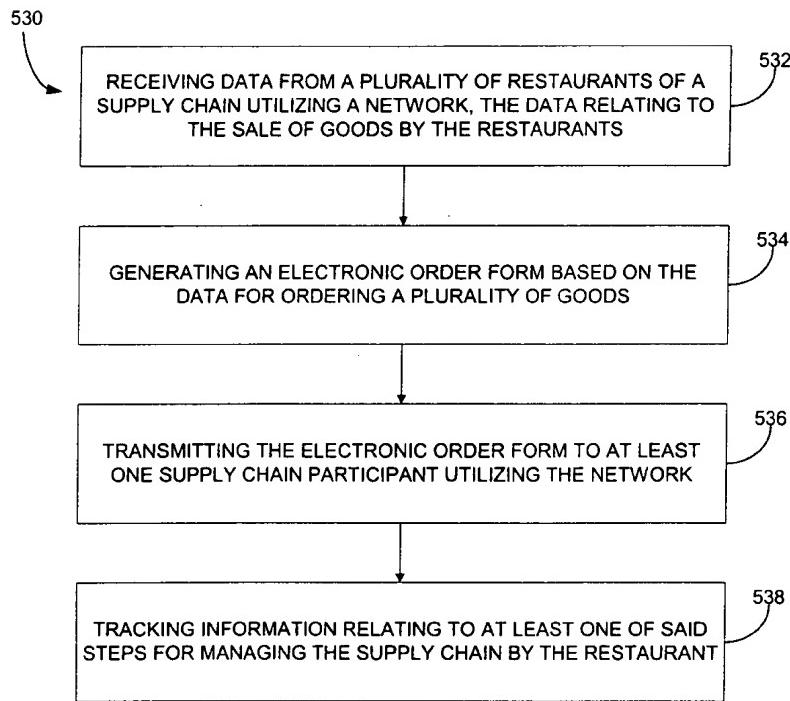


FIG. 5

20170913133134

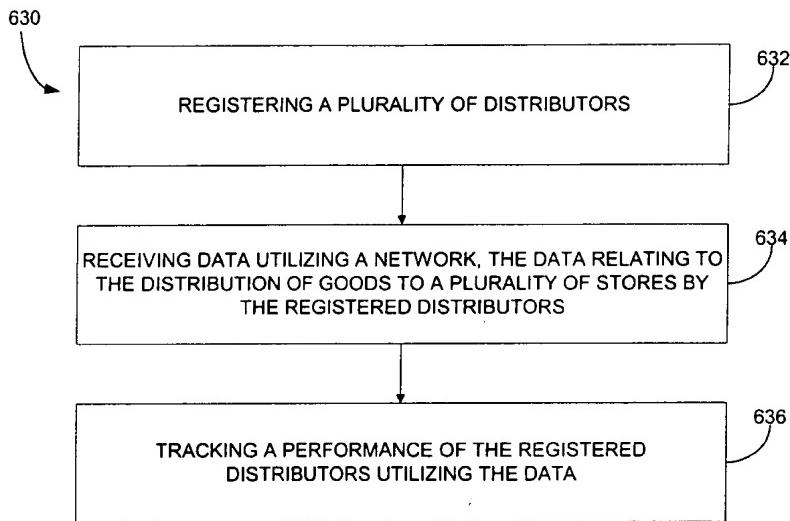


FIG. 6

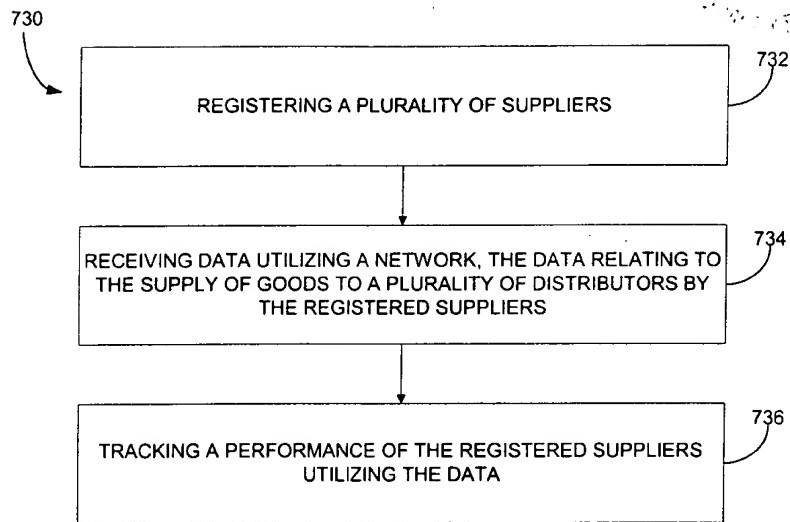


FIG. 7

SEARCHED
SERIALIZED
INDEXED
FILED

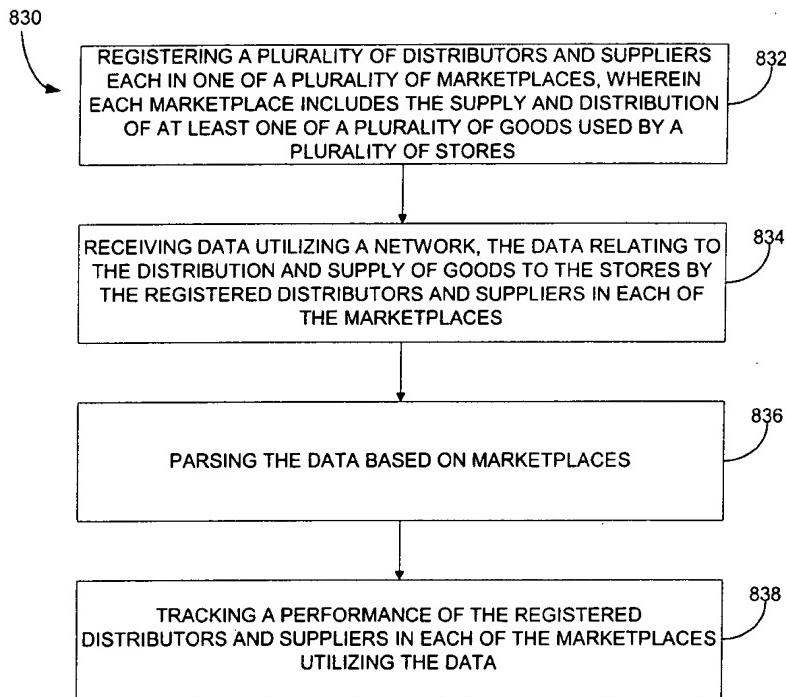


FIG. 8

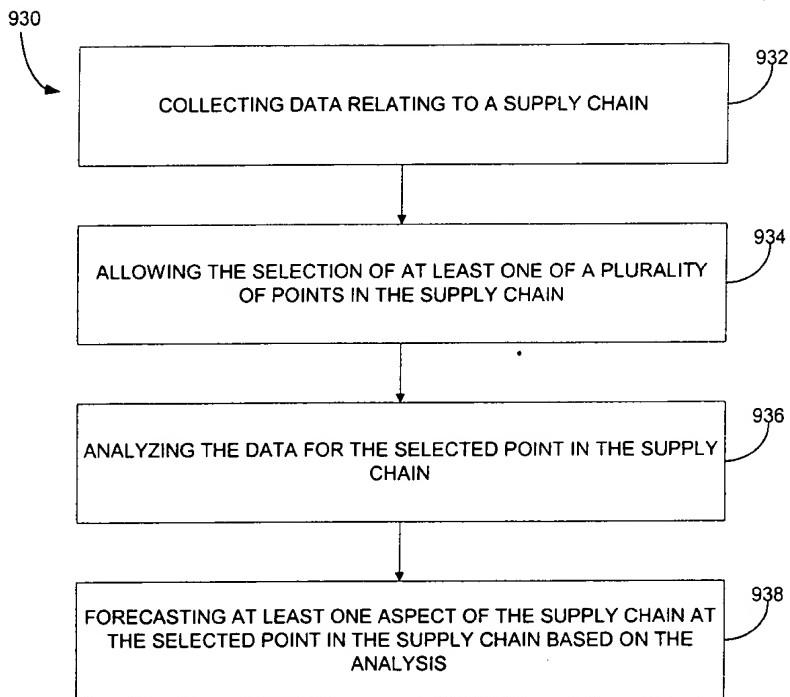


FIG. 9

TOP SECRET//COMINT

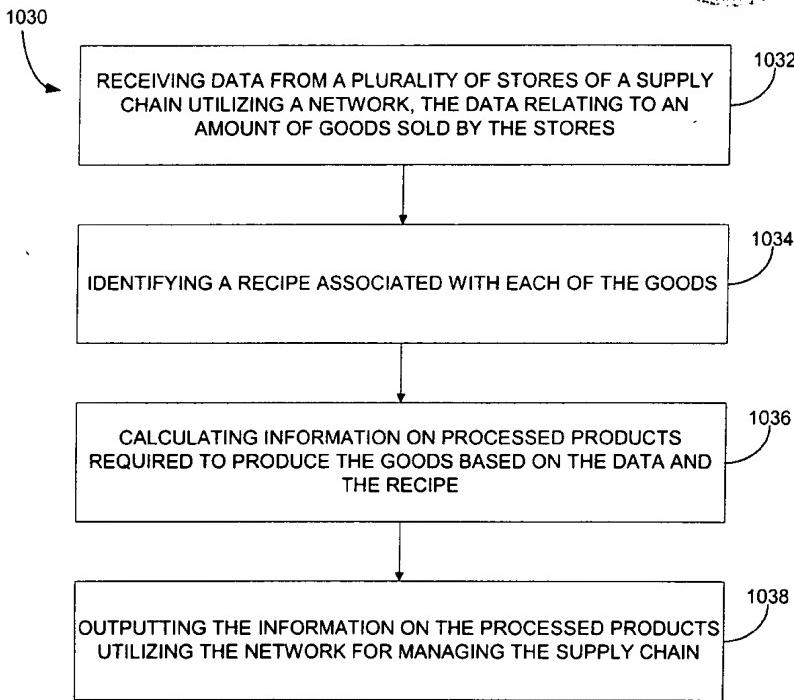


FIG. 10

100-200-300
100-200-300

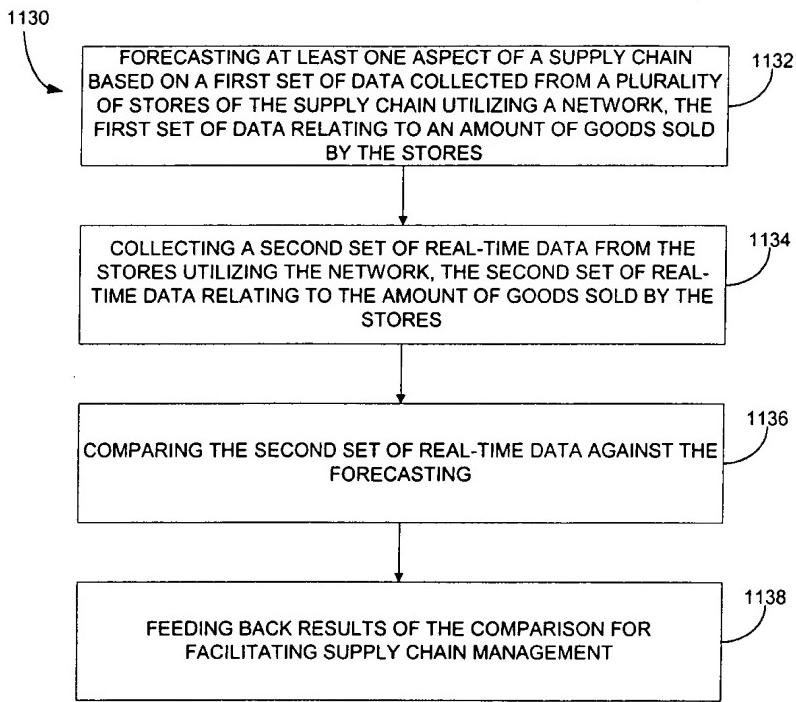


FIG. 11

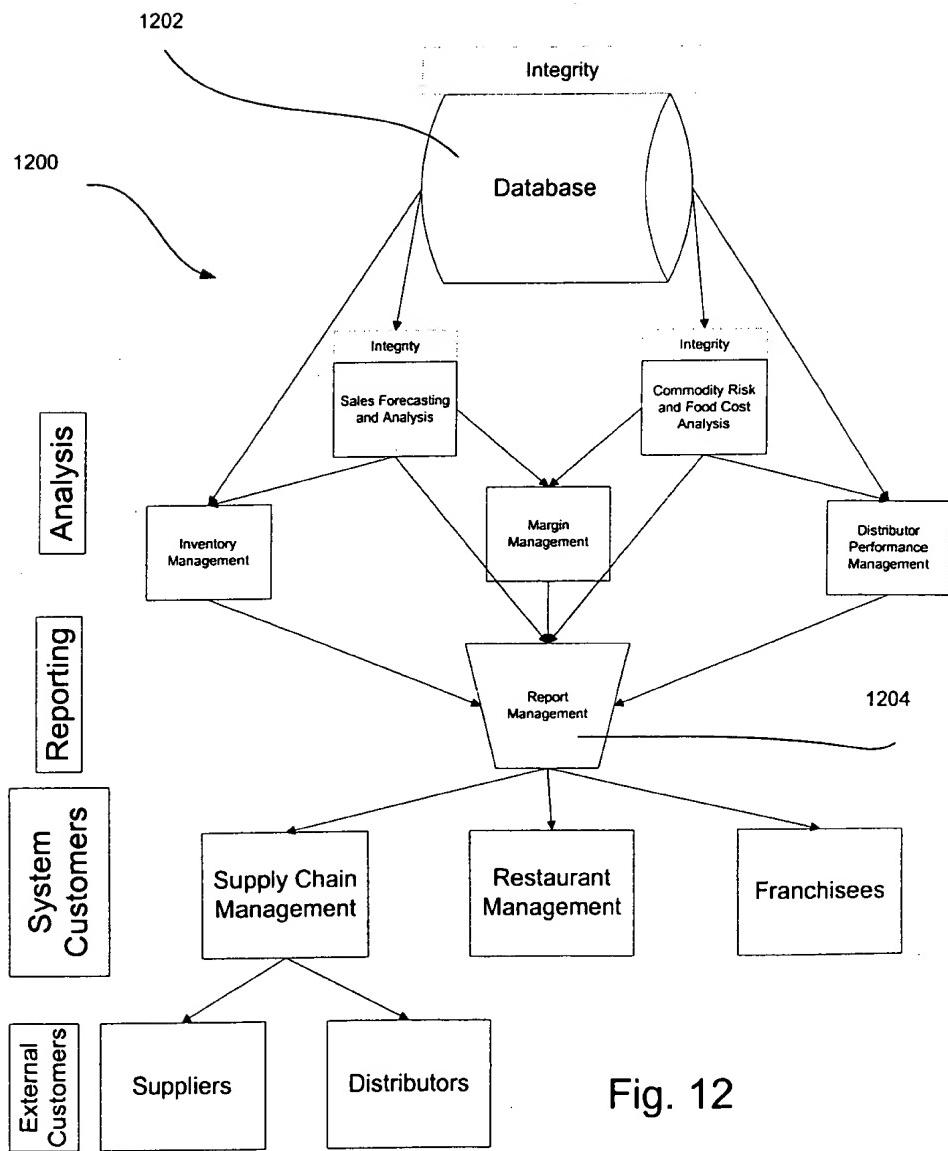


Fig. 12

1330
1332
1334
1336

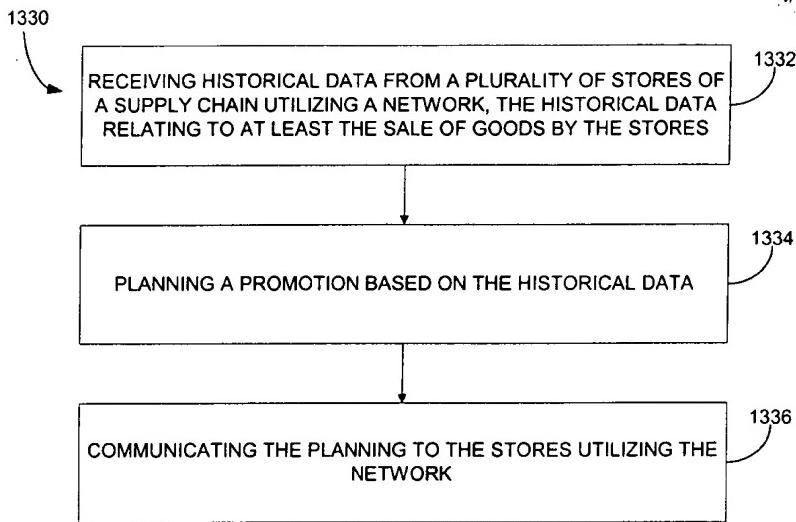


FIG. 13

1430
1432
1434
1436
1438

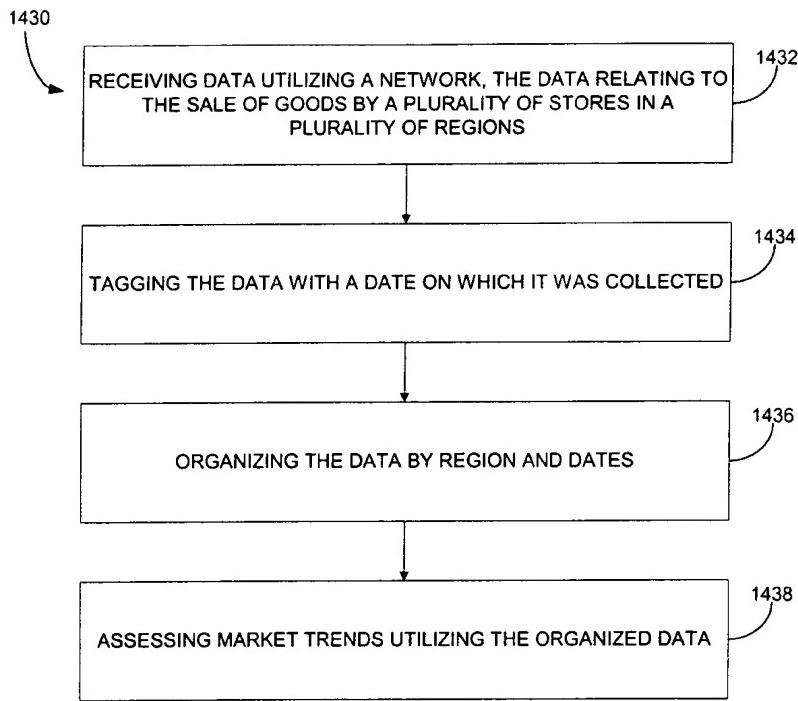


FIG. 14

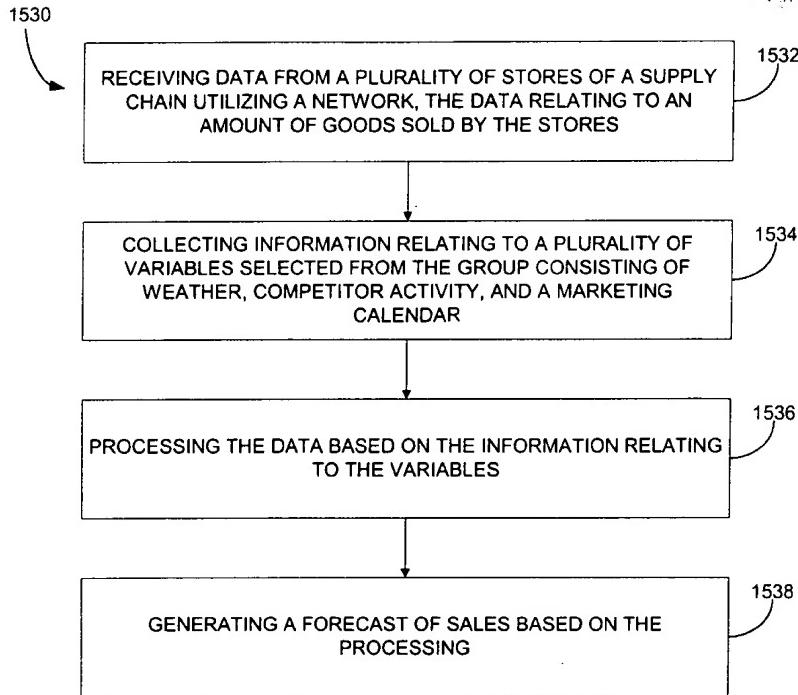


FIG. 15

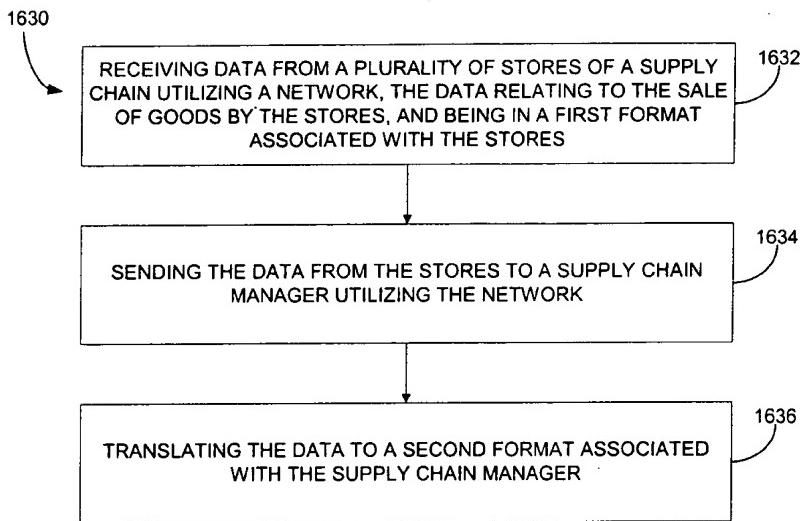


FIG. 16

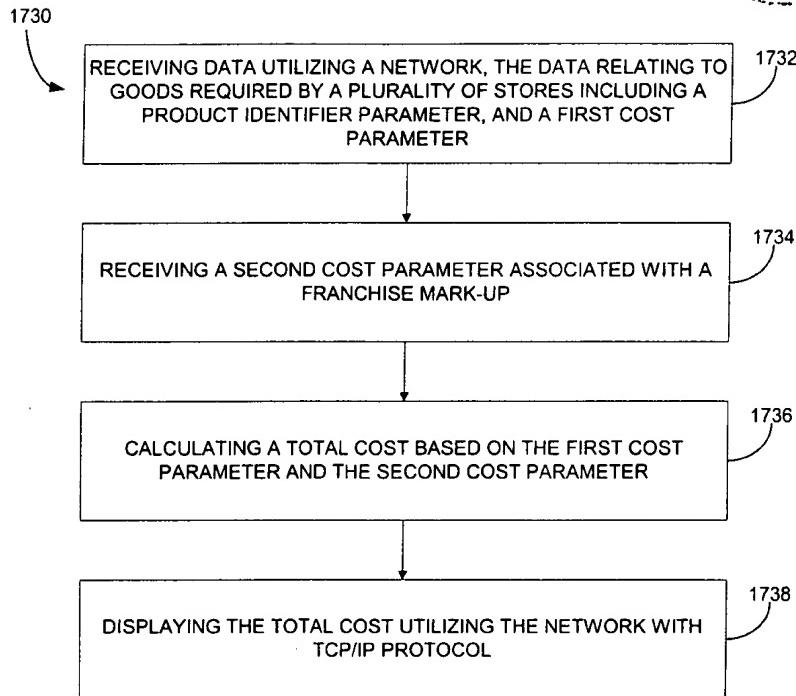
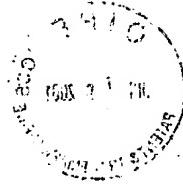


FIG. 17

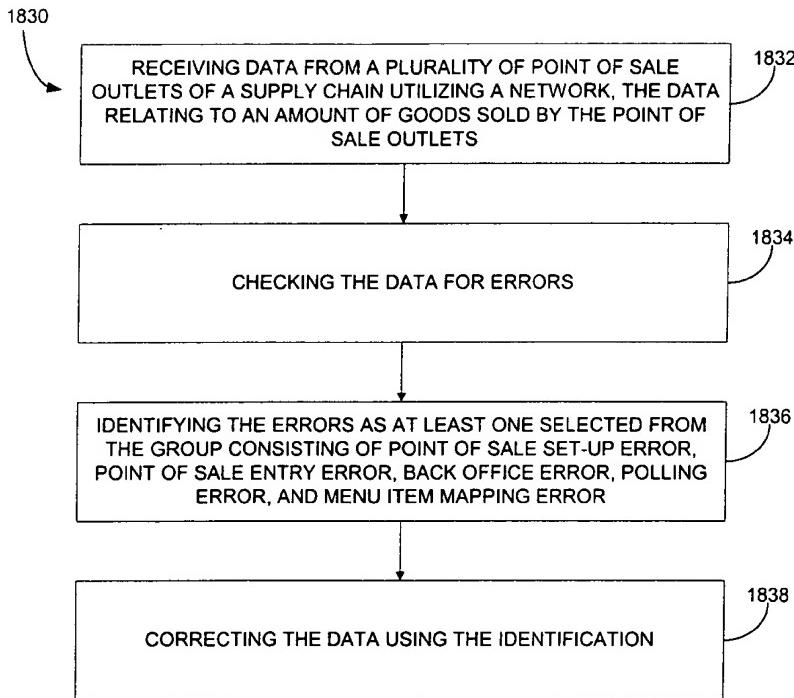


FIG. 18

1930 1932 1934 1936 1938

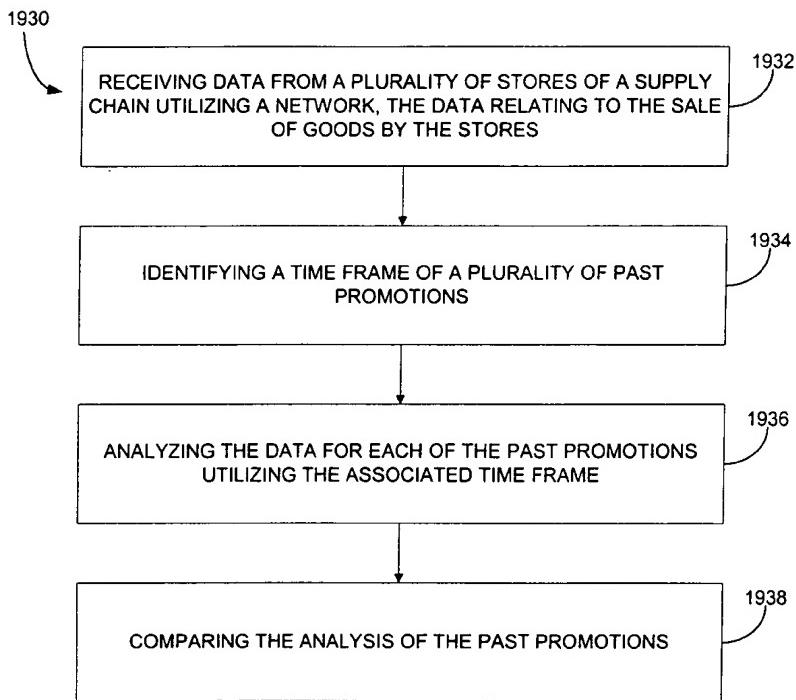


FIG. 19

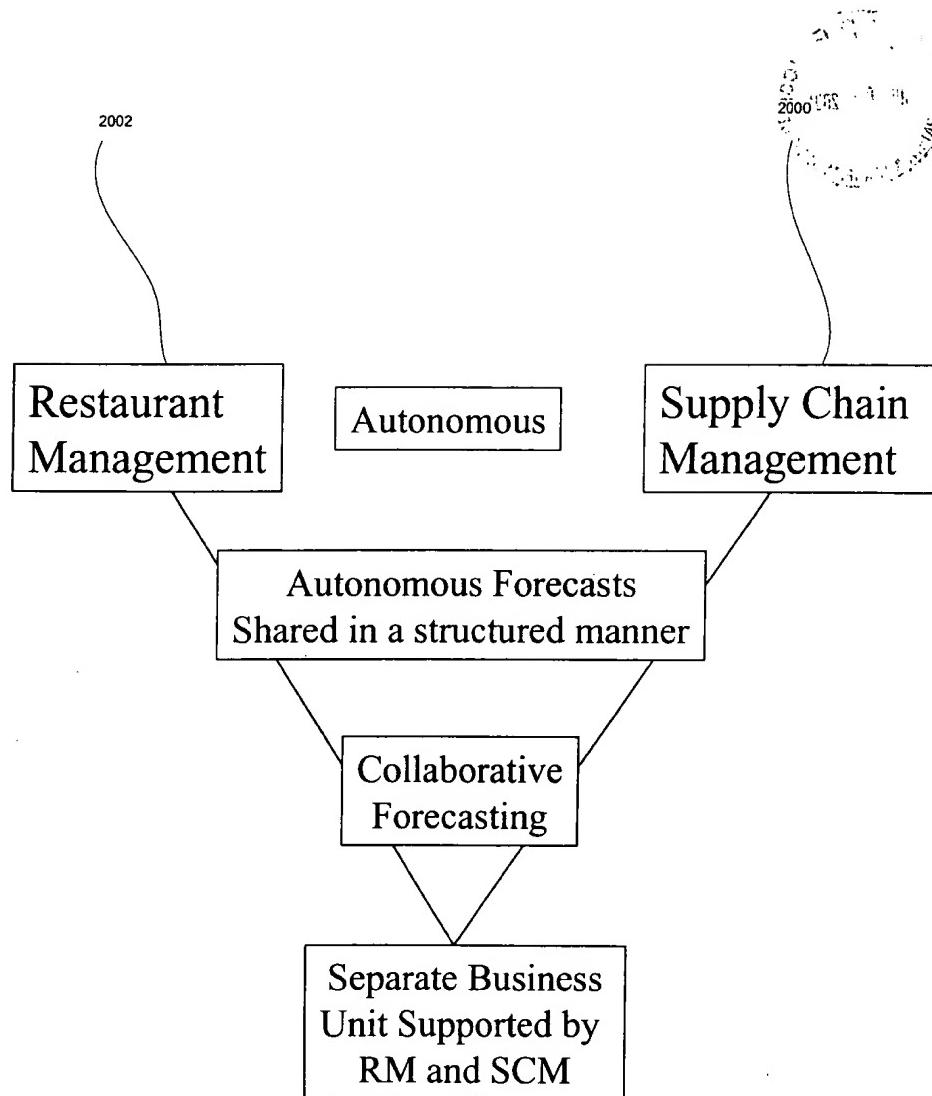


Fig. 20

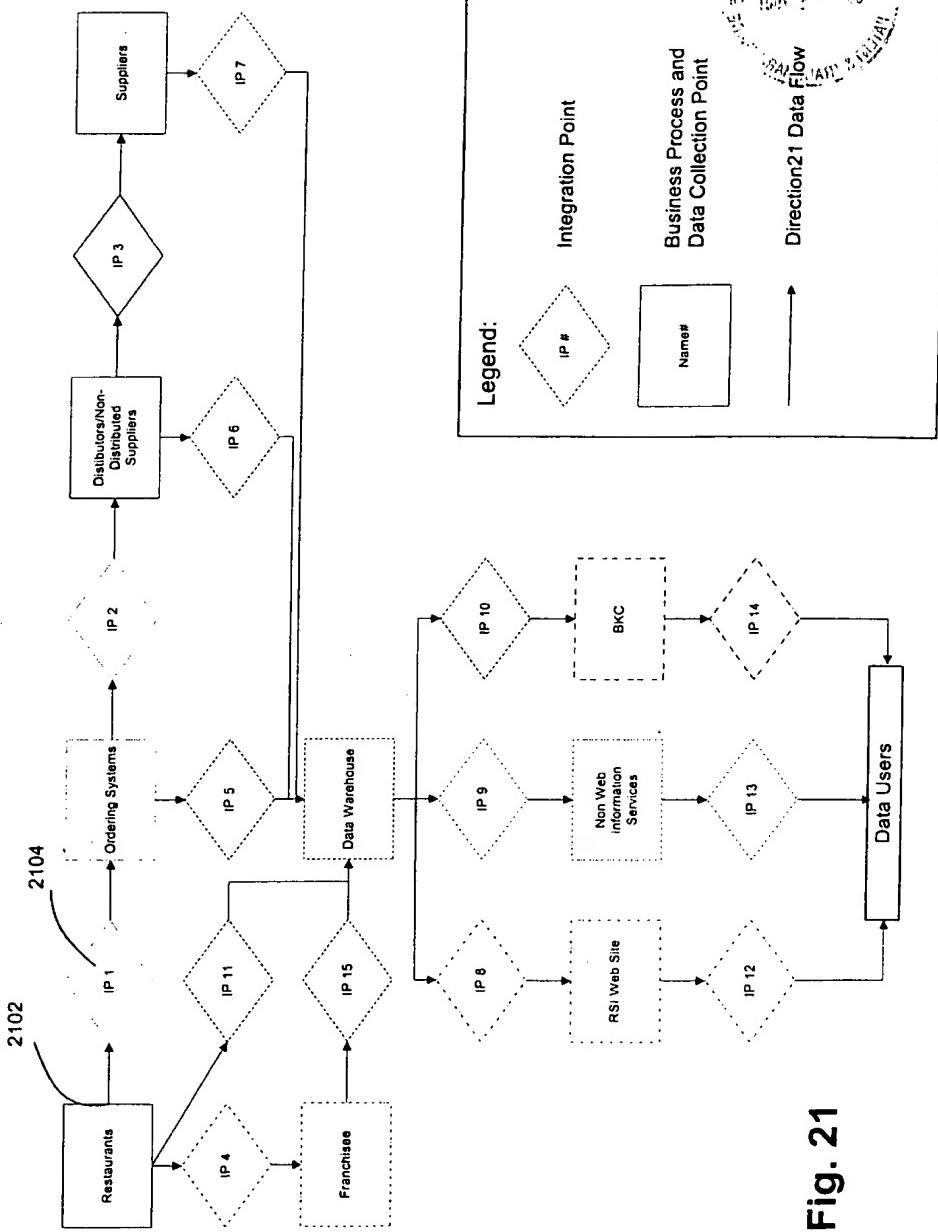


Fig. 21

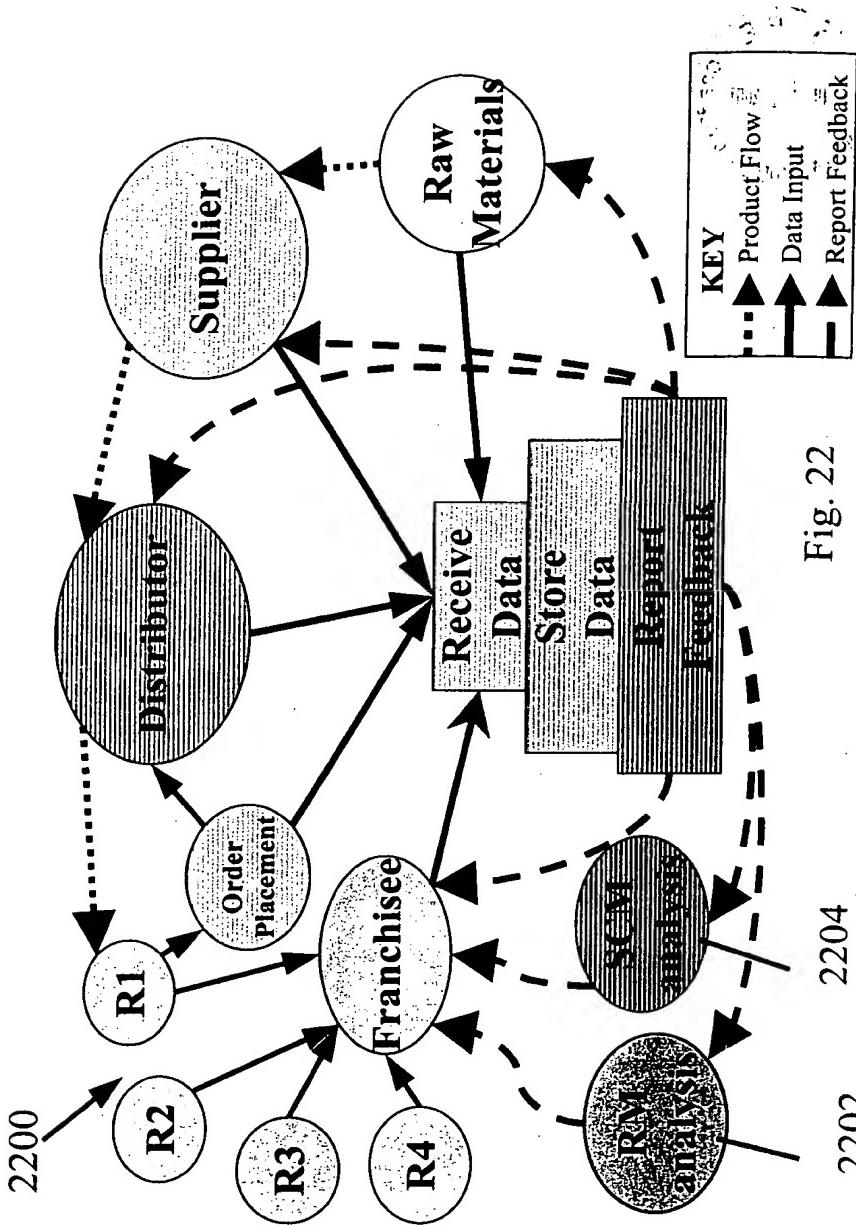


Fig. 22

2204

2202

0
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A
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D
E
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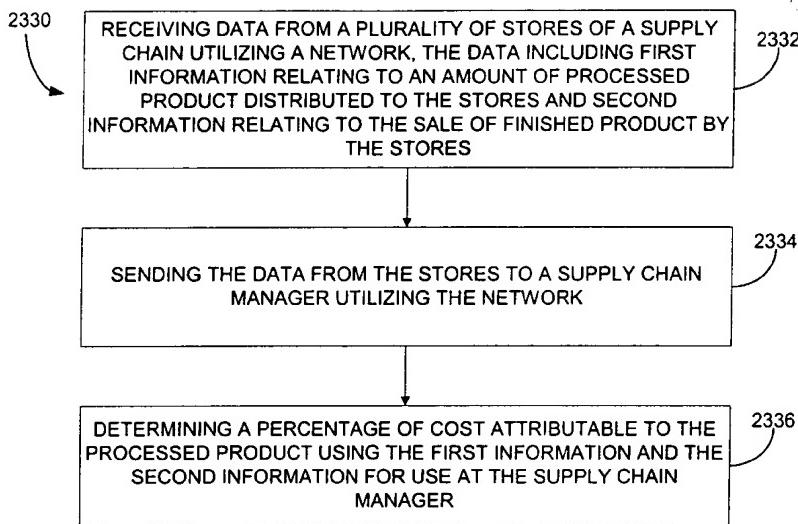


FIG. 23

FIG. 24

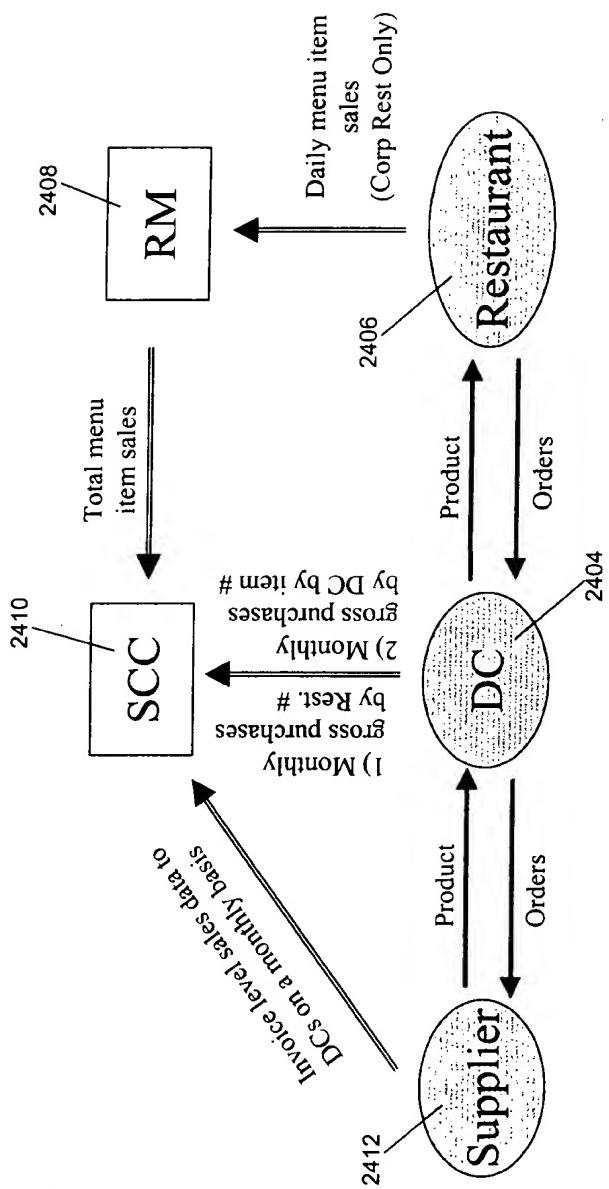


FIG. 25

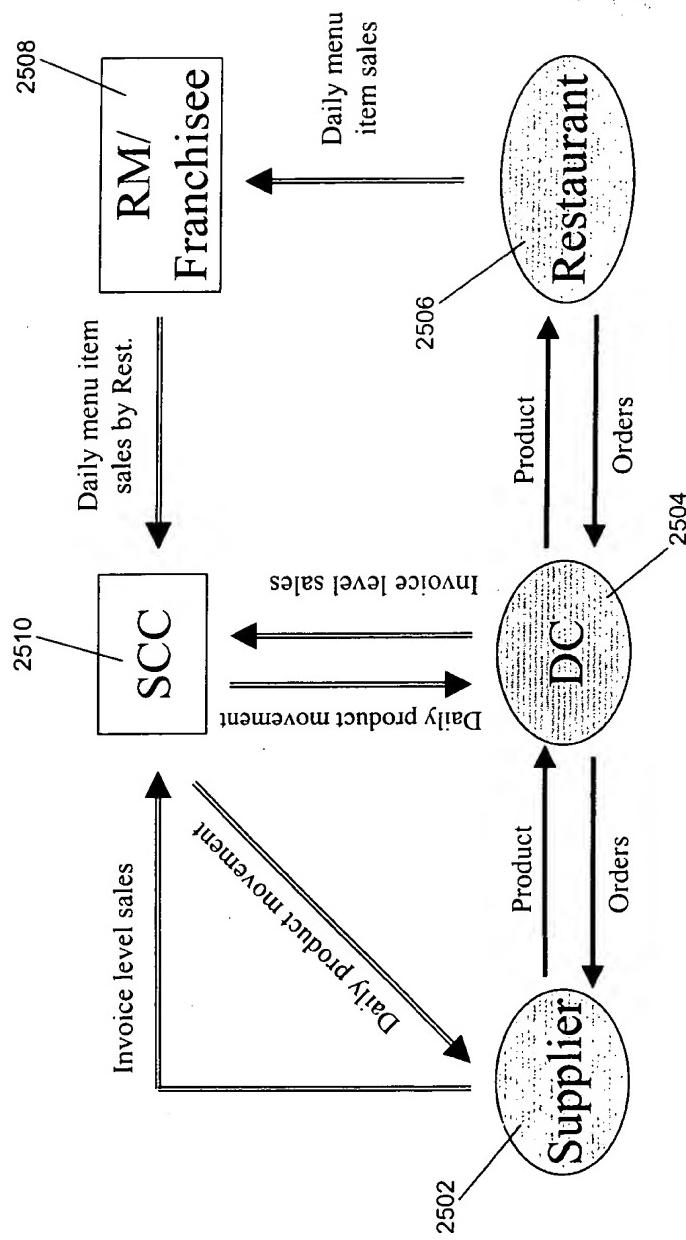


FIG. 26

Sales Forecast Worksheet - System											
	History					Forecast					
Week	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3
GRPs	437	327	203	207	193	234	297	282	300	344	358
Ntn'l Marketing Theme	208	172	143	140	135	155	196	172	163	172	196
Advertising Score	805	723	701	692	623	760	921	829	900	943	829
Local Considerations											
Competition Index											
Weather Index											
Seasonality Index											
Sales History/Forecast Total (\$/store)											
Key Products by Menu Item (units/day/store)	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5
WHOPPERS	0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2
WHOPPERS w/CHEESE	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7
YWWM WHOPPERS	1.8	1.5	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8
etc.....	0.4	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4
Key Products by Inventory Item (cases/day/store)	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8
BEEF-WHOPPER 4.0 oz	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8
Cheese-American Sliced	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2
Mayo-bulk	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7
Pickles - Pail	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.7	4.9
Wrap Whopper	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.7	4.9
Ketchup- Bulk	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.7	4.9
Bun-Whopper 5" (dozen)	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3
Lettuce - shredded	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.7	4.9
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.7	4.9
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3

FIG. 27

Promotional Monitor - System & Regional										
	Historical				Week #1				Total	
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6
Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$1,150	\$3,413	\$3,413	\$3,675	\$5,513
<u>Menu Item Sales for Key Products (units/restaurant/week)</u>										
Category	Segment									
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23
	YWW/M WHOPPERS	699	679	714	813	94	103	111	111	120
Whopper Total		1,060	1,090	1,244	144	157	170	170	183	275
<u>Variance from Expected (Highlighted Areas are Outside of Expected Range)</u>										
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%
	YWW/M WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%

2700

2702

2002000000000000

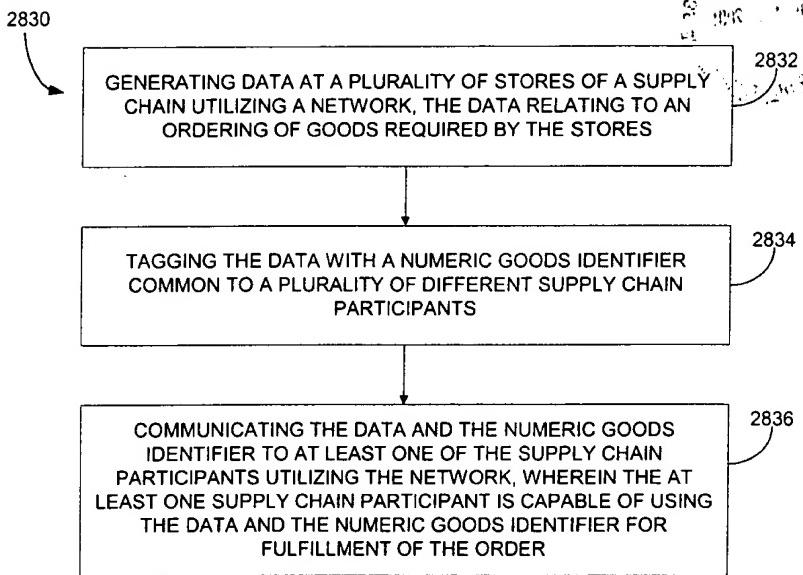


FIG. 28

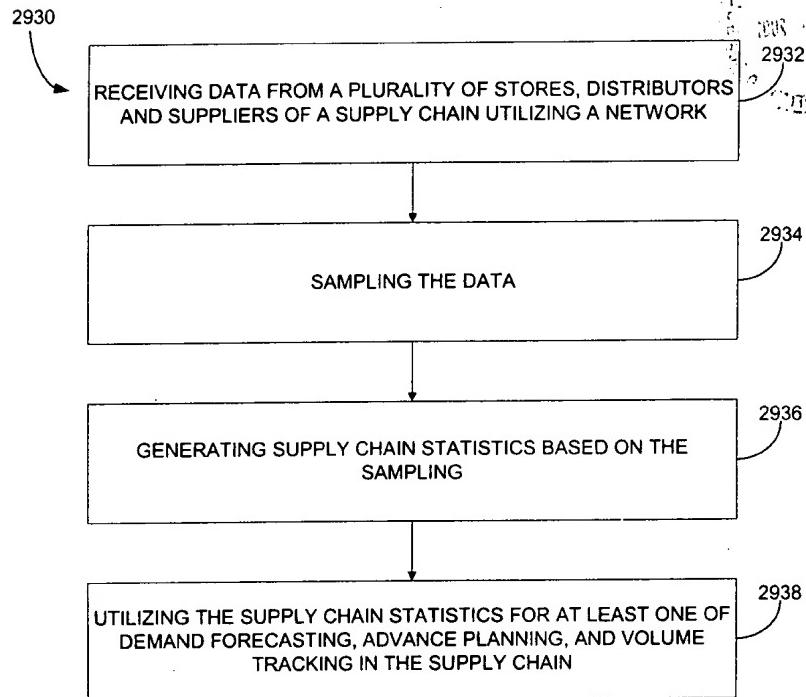


FIG. 29

3000
Distribution Center: Alliant Topeka

Time Period (Month/Year): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284	568	
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70	1060	
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

ALLIANT ENERGY CORPORATION

3100
→

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

Alliant
■ Average for all DC's

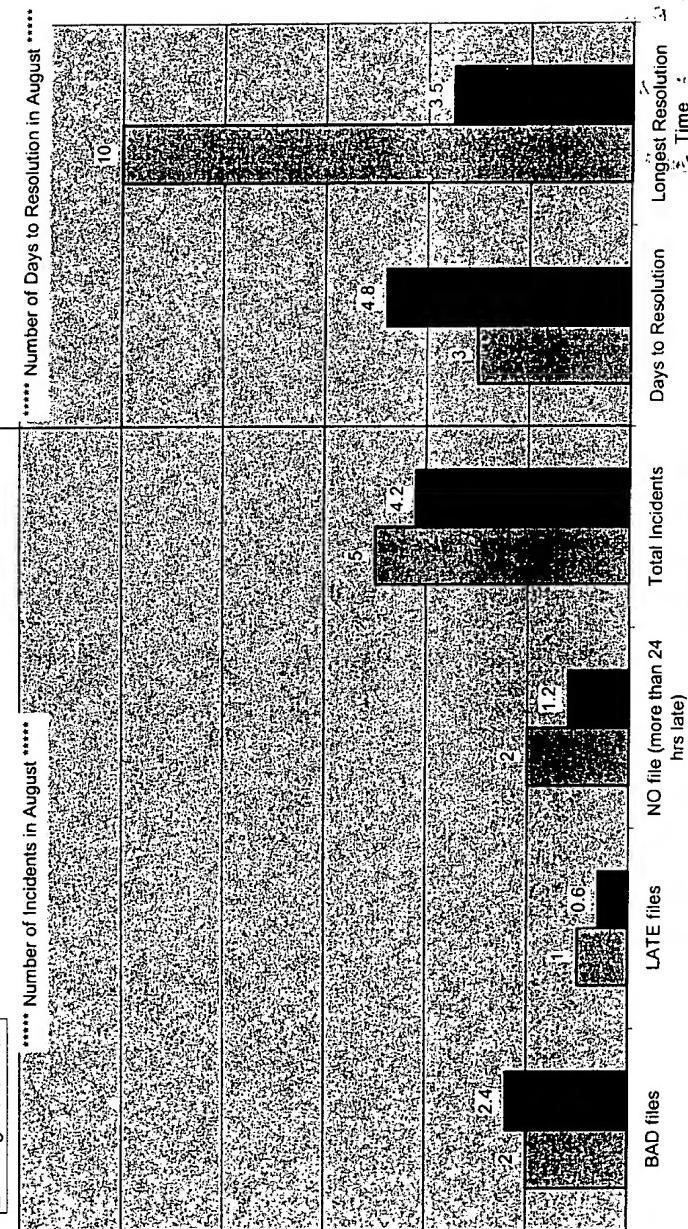


FIG. 31



Service Level Reporting

August

3200

	Fill Rate	On-Time	Perfect Order
Alliant Paducah	99.14%	#DIV/0!	#DIV/0!
Alliant Topeka	99.05%	#DIV/0!	#DIV/0!
Alliant Wkron	98.34%	#DIV/0!	78.70%
King Atlanta	98.34%	#DIV/0!	#DIV/0!
King Jacksonville	98.34%	#DIV/0!	#DIV/0!
King Louisville	98.41%	#DIV/0!	#DIV/0!
Malinex 29 Columbia	98.41%	#DIV/0!	#DIV/0!
Maine 30 Cleveland	98.41%	#DIV/0!	#DIV/0!
Maine Long Island	98.41%	#DIV/0!	#DIV/0!
Maine New England	98.41%	#DIV/0!	#DIV/0!
MBM Fullerton	98.13%	#DIV/0!	79.83%
MBM Lewisville	98.13%	#DIV/0!	#DIV/0!
MBM Orlando	98.13%	#DIV/0!	#DIV/0!
MBM Rocky Mount	98.13%	#DIV/0!	#DIV/0!
McCabe's	98.13%	#DIV/0!	#DIV/0!
McLane Lubbock	98.13%	#DIV/0!	#DIV/0!
Nicholas & Co.	98.13%	#DIV/0!	#DIV/0!
PFD Supply	98.16%	#DIV/0!	#DIV/0!
PFG Viction	98.42%	#DIV/0!	#DIV/0!
PYA/Monarch	98.20%	#DIV/0!	#DIV/0!
Reinhart-Cedar Rapids	98.05%	#DIV/0!	#DIV/0!
Reinhart-Oak Creek	98.31%	#DIV/0!	#DIV/0!
Reinhart-Rogers	98.31%	#DIV/0!	#DIV/0!
Restaurants NW	98.03%	#DIV/0!	80.47%
Shannock Commerce City	98.51%	#DIV/0!	#DIV/0!
Shannock Phoenix	98.61%	#DIV/0!	85.35%
Syntex Harrisburg	98.54%	#DIV/0!	#DIV/0!
Syntex Stockton	98.54%	#DIV/0!	#DIV/0!
Syntex	98.54%	#DIV/0!	#DIV/0!

	Fill Rate	On-Time	Perfect Order
BK Min	98.50%	98.00%	78.00%
RSI Min	98.50%	98.00%	80.00%

	OK	Didn't meet RSI Min.	Didn't meet BK Min.
Excess			

FIG. 32

FIG. 33

Vendor:	XYZ Company
Time Period:	Aug-00
Delivery Statistics:	3300
Inventory Management:	3300
Invoice, Payment and Pricing:	3300
Invoice Accuracy:	3300

Delivery Statistics:

DC Requested Lead-Time	4
DC Adherence to Lead-Time	95%
Days Delivery Late	1.7
On-Time Delivery Percentage	95%
Hours Delivery Late	0.93

Inventory Management:

Average Days On Hand	19
SKU #1	22
SKU #2	
Max Days On Hand	40
SKU #1	32
SKU #2	

Invoice, Payment and Pricing:

Days for Payment	12
Monthly FOB Variance	\$ 30,152
Monthly Freight Variance	\$ 3,594
Monthly Total Variance	\$ 33,746

Invoice Accuracy:

Invoice Fill Rate	97.25%
PO Accepted Rate	99.00%
Perfect Order Percentage	92.34%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

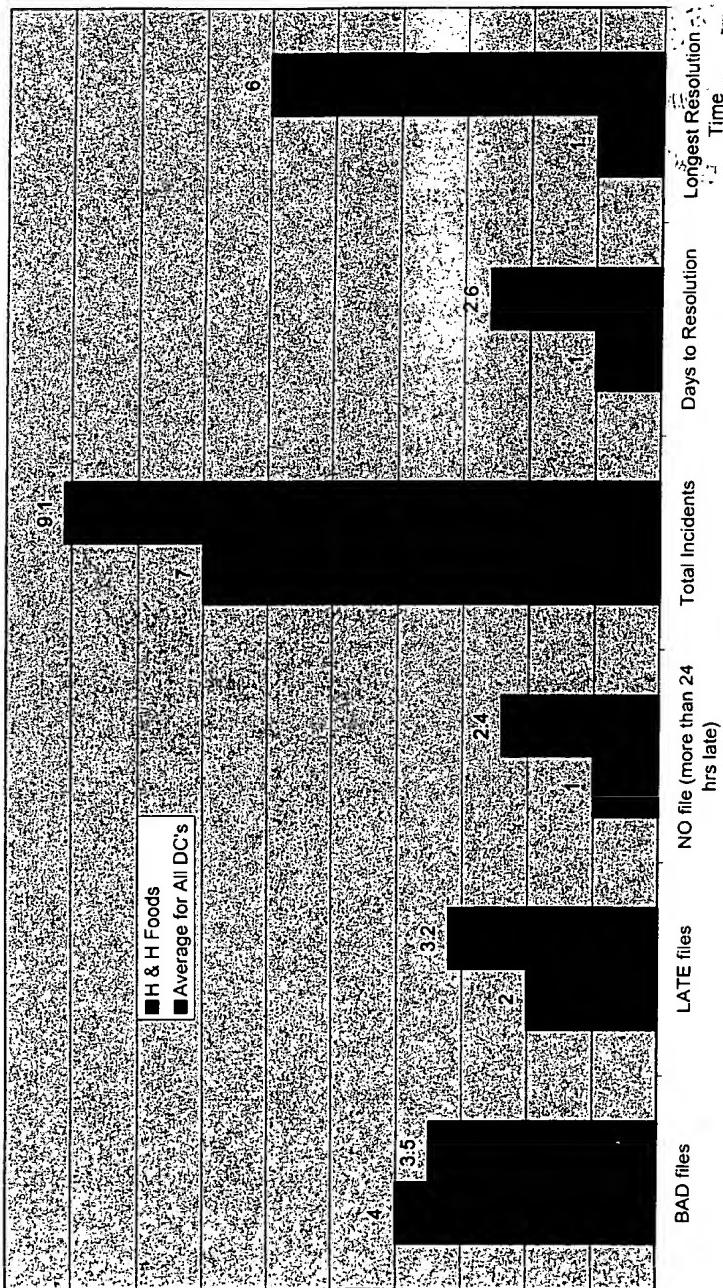


FIG. 35



3500

Service Level Reporting
November - Mock Report

GOODIES	Monthly Total Overage	Perfect Order Percentage	Monthly Carrying % Invoice FOB			
				Monthly Total Overage	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOOMARK INSTRUMENTS INC	\$1,000.00	99.00%	3.00%			
WHITEFORD FOODS INC	\$1,000.00	99.00%	3.00%			
LEPAGE BAKERY COUNTRY KITCHEN	\$1,000.00	99.00%	3.00%			
INCH-SYSTEMS GROUP	\$1,000.00	99.00%	3.00%			
SCHWEBEL'S BAKING CO	\$1,000.00	99.00%	3.00%			
MAUI CUP	\$1,000.00	99.00%	3.00%			
MIRRA PLASTICS	\$1,000.00	99.00%	3.00%			
DIXIE PRODUCE & PACKAGING	\$1,000.00	99.00%	3.00%			
NOR-LAKE INC	\$1,000.00	99.00%	3.00%			
FORT JAMES OPERATING COMPANY	\$1,000.00	99.00%	3.00%			
FRESH ADVANTAGE INC	\$1,000.00	99.00%	3.00%			
SILVER KING MN CORP	\$1,000.00	99.00%	3.00%			
TYSON FOODS INC	\$1,000.00	99.00%	3.00%			
READY ACCESS INC	\$1,000.00	99.00%	3.00%			
GEORGIA PACIFIC TISSUE	\$1,000.00	99.00%	3.00%			
COUGHERY PACKING	\$1,000.00	99.00%	3.00%			
BEVERAGE AIR	\$1,000.00	99.00%	3.00%			
COMPONENT HARDWARE GROUP INC	\$1,000.00	99.00%	3.00%			
COCA-COLA USA	\$1,000.00	99.00%	3.00%			
TOASTMASTER	\$1,000.00	99.00%	3.00%			
GRANT COUNTY FOODS	\$1,000.00	99.00%	3.00%			
FRESH EXPRESS	\$1,000.00	99.00%	3.00%			
TAYLOR FARMS	\$1,000.00	99.00%	3.00%			
MODULAR DISPENSING SYSTEM	\$1,000.00	99.00%	3.00%			
CENTURY PRODUCTS LLC	\$1,000.00	99.00%	3.00%			
ROSE PACKING COMPANY	\$1,000.00	99.00%	3.00%			
RSI Min						OK Didn't meet RSI Min

Mock Report/1

3600
↓

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance Good/(Bad)		0.59	0.30						
Total Dollar Purchases (in Millions) /2									
Plan	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83	
Actual	\$182.84	\$182.08							
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

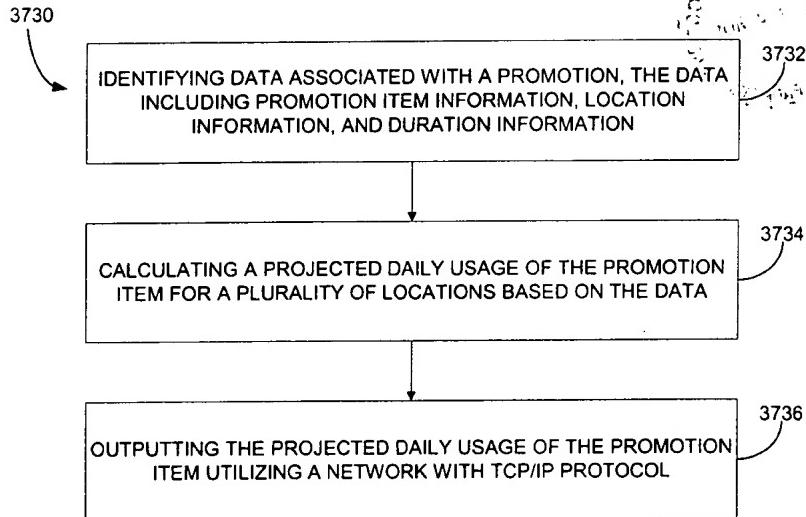


FIG. 37

0 0

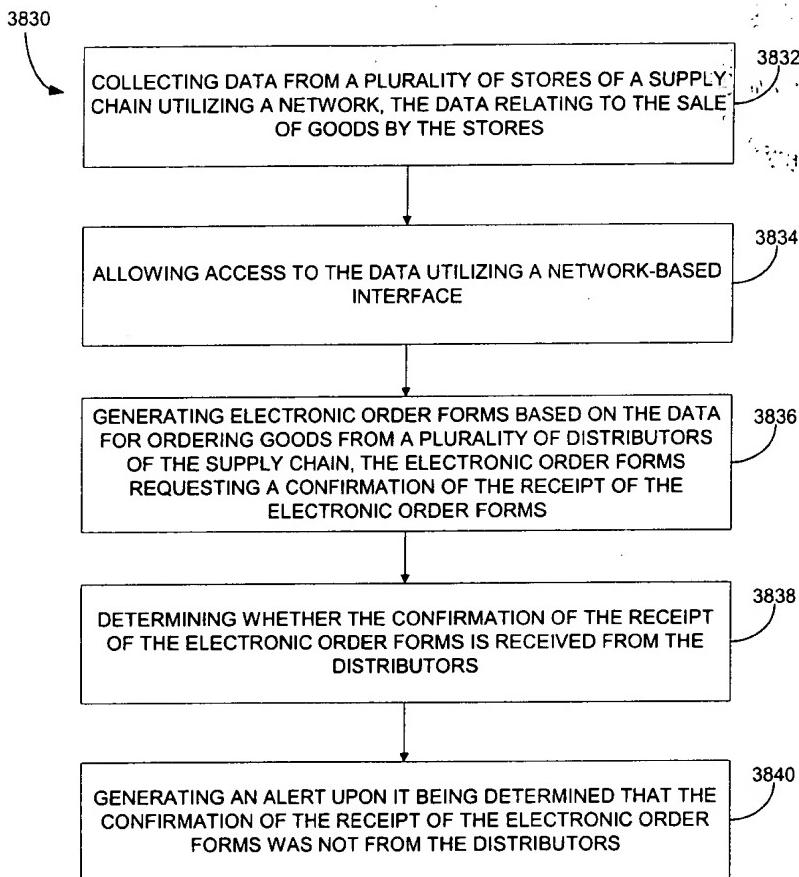


FIG. 38

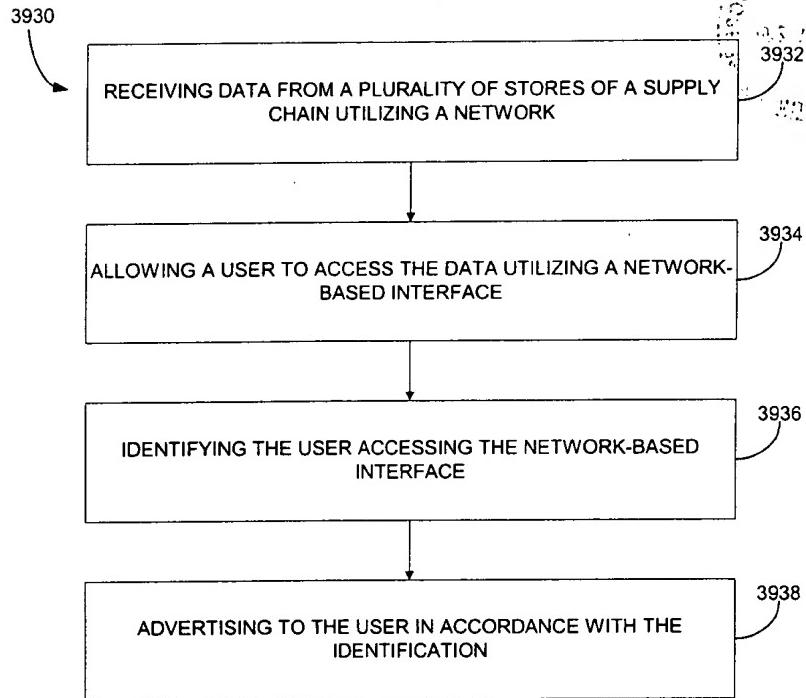


FIG. 39

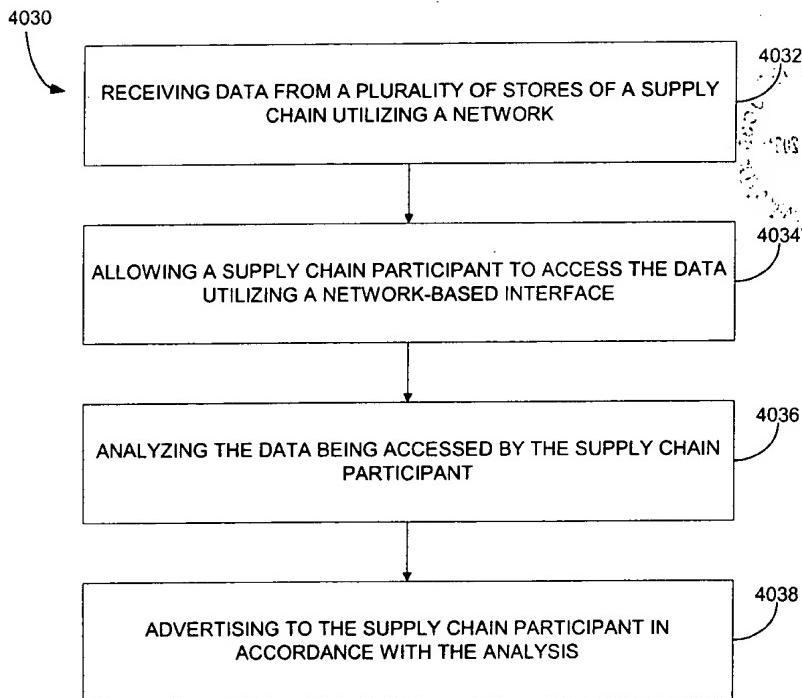


FIG. 40

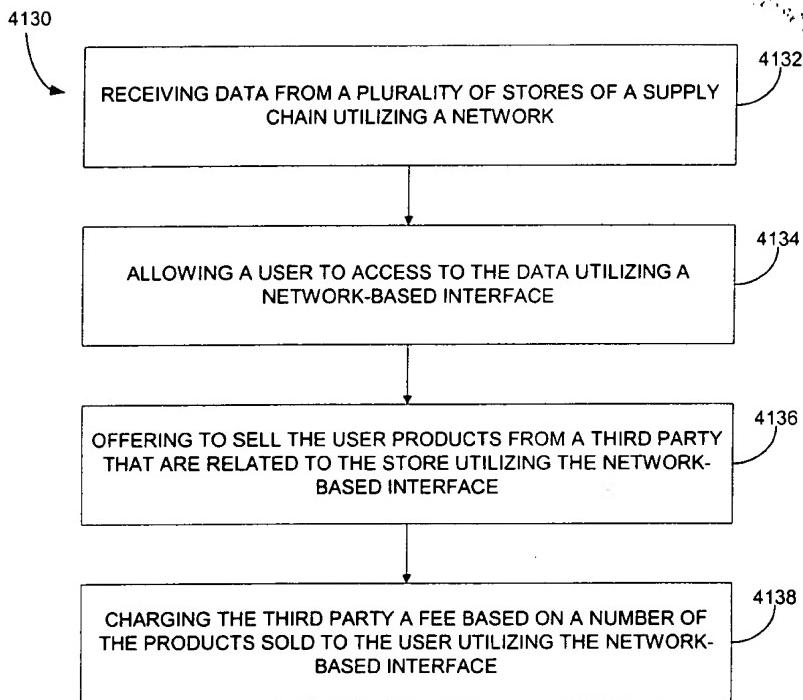


FIG. 41

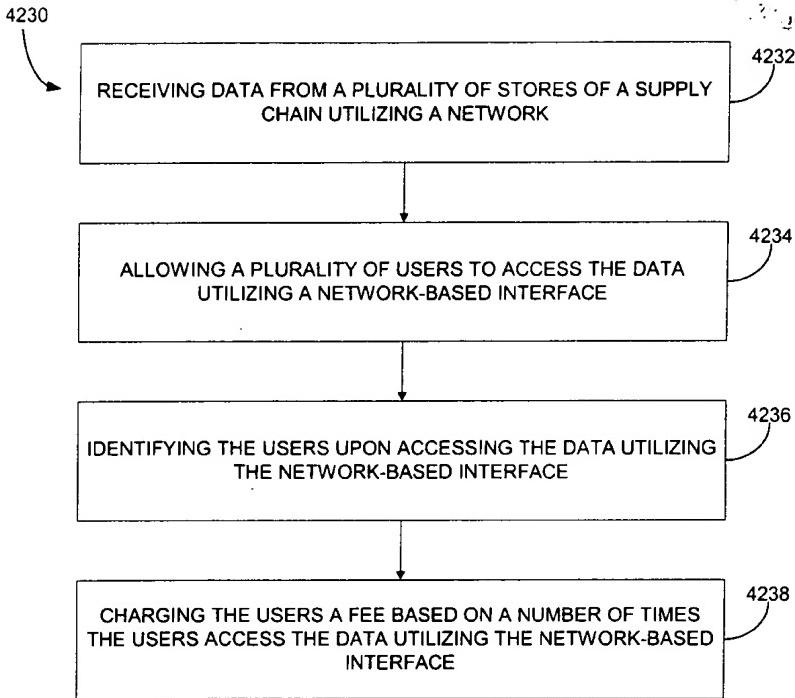


FIG. 42

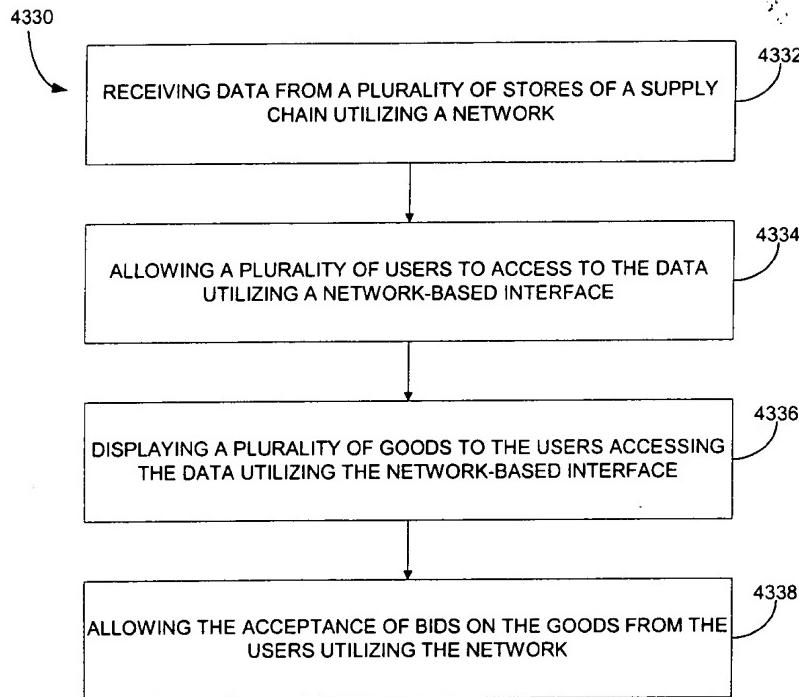


FIG. 43A

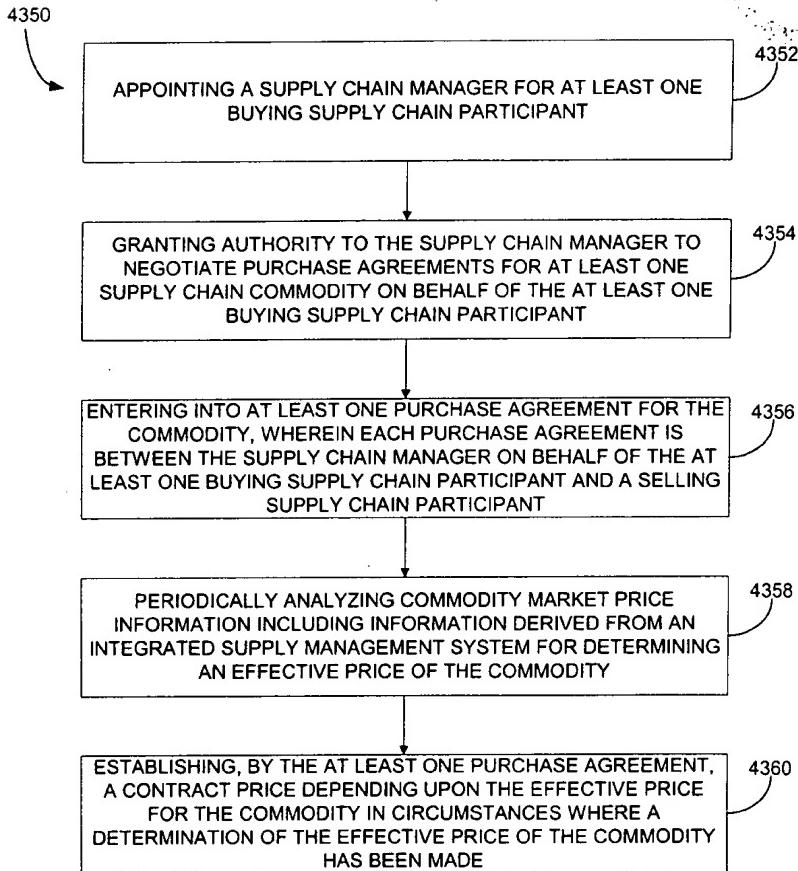


FIG. 43B

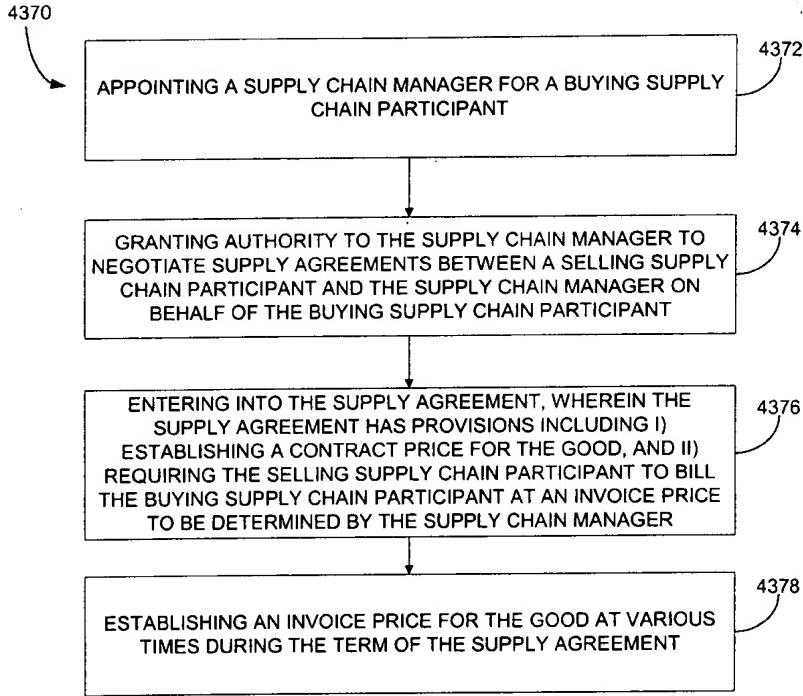


FIG. 43C

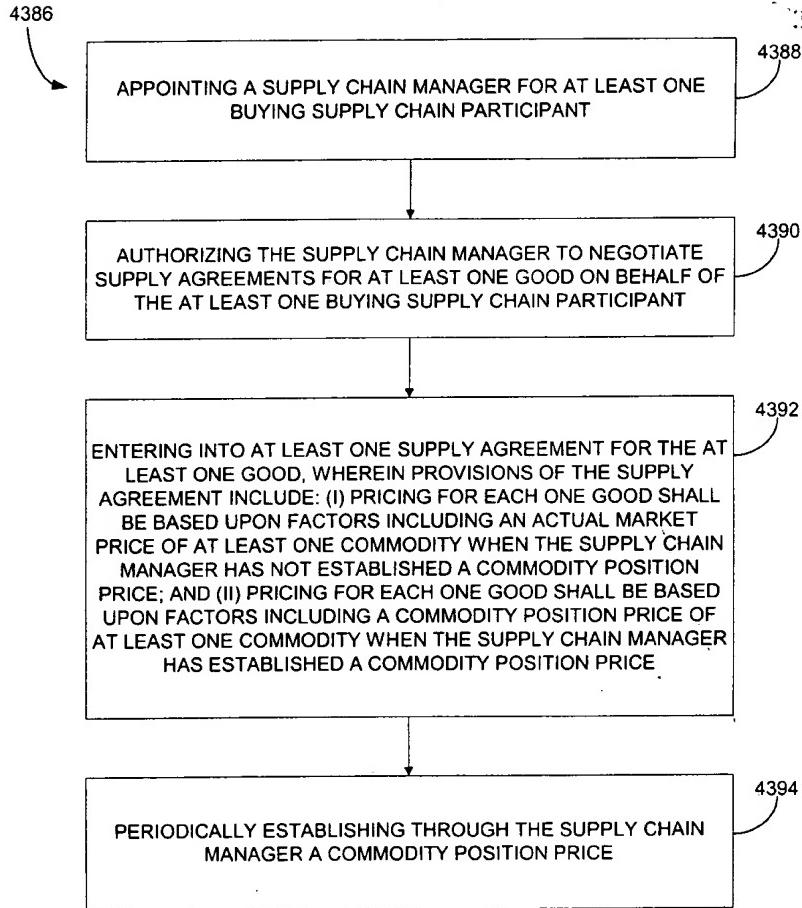


FIG. 43D

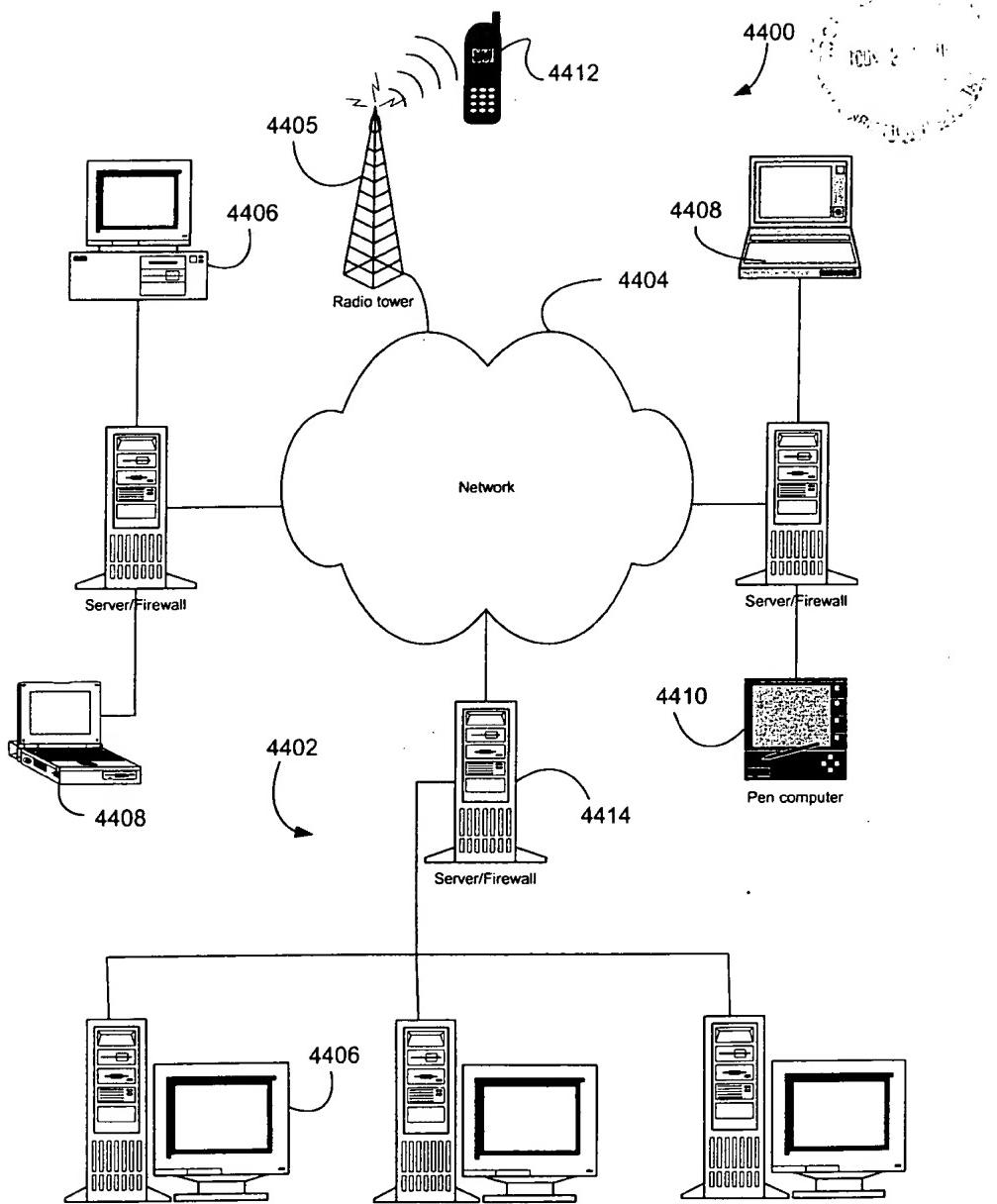
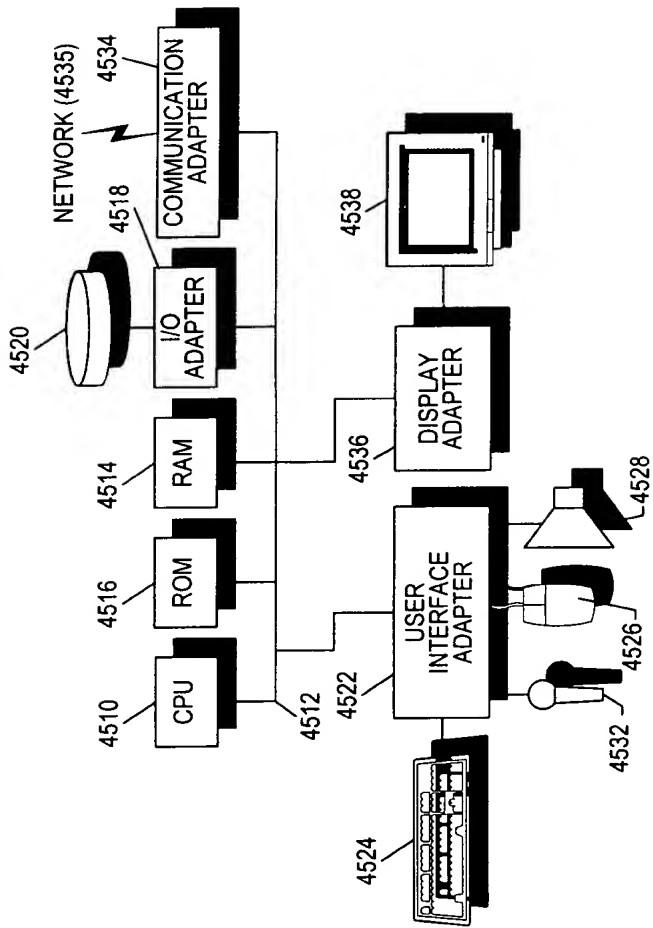


FIG. 44

FIG. 45



00000000000000000000000000000000

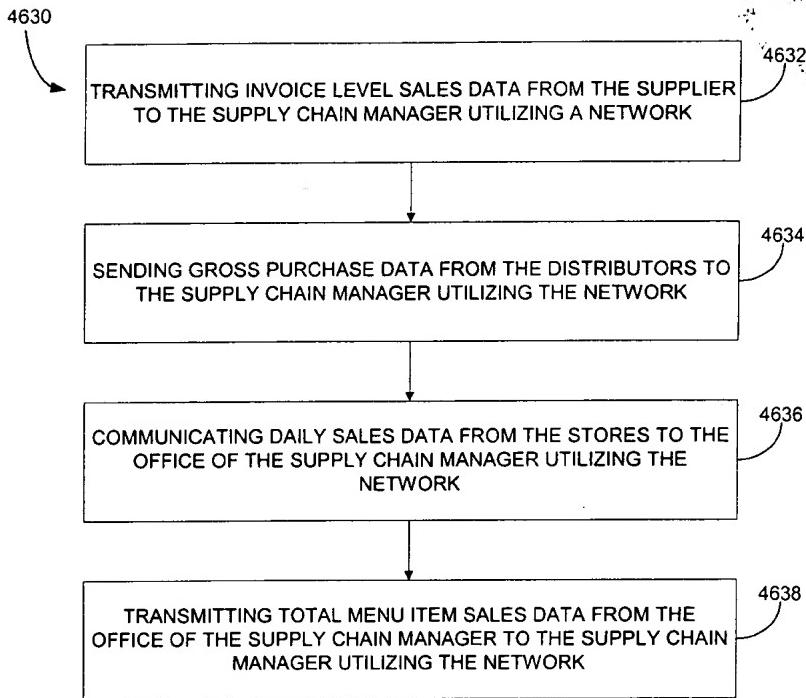


FIG. 46

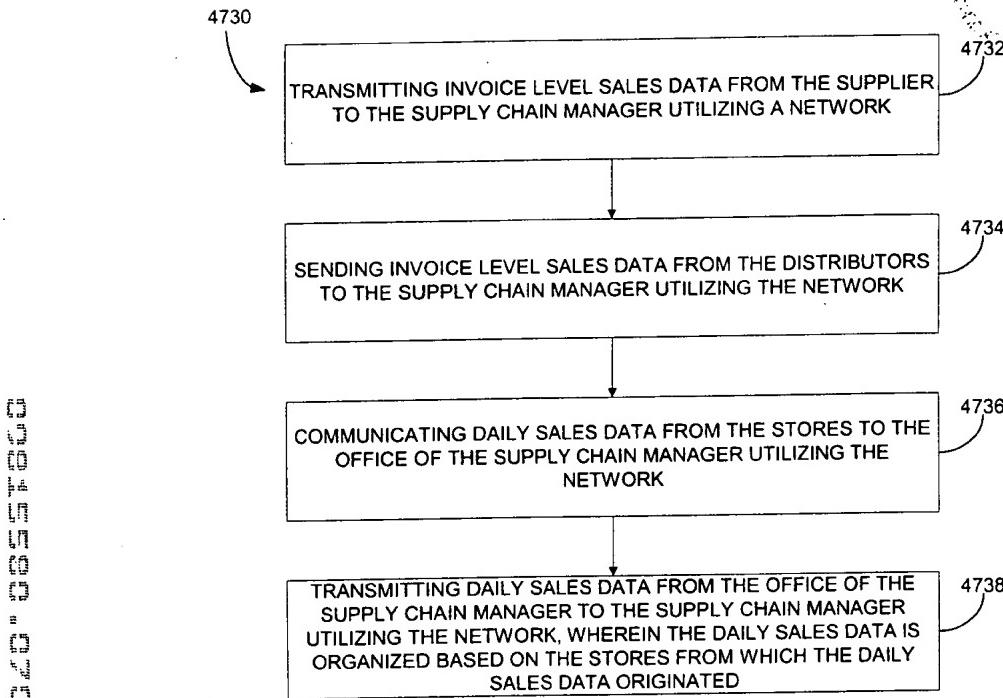


FIG. 47

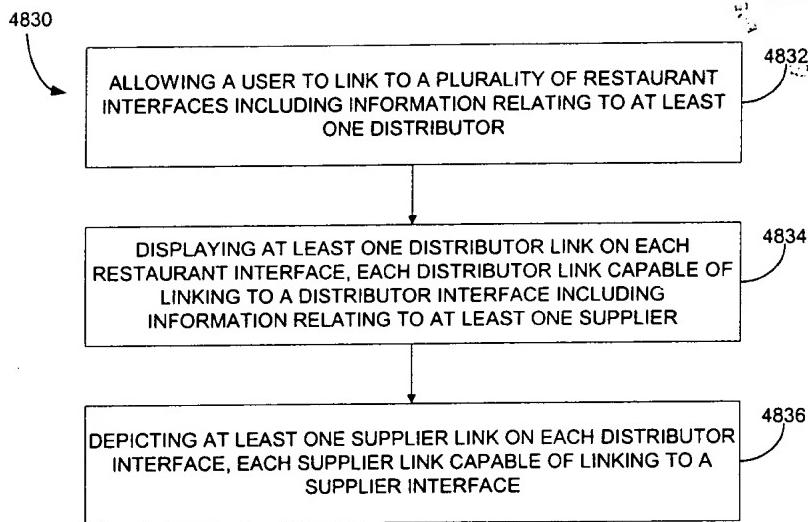


FIG. 48

3 Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

http://www.rsiweb.com/home/index.asp

RSI

Restaurant Services, Inc.

BURGER KING System Independent Purchasing & Distribution Service Co-op

User Name _____ Password _____

Franchisee Enter Site

Passport

Click For Help

4902 4904 4900

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991, as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, franchise fees, royalties and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKCC link

NFA link

NFA

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency.

FIG. 49

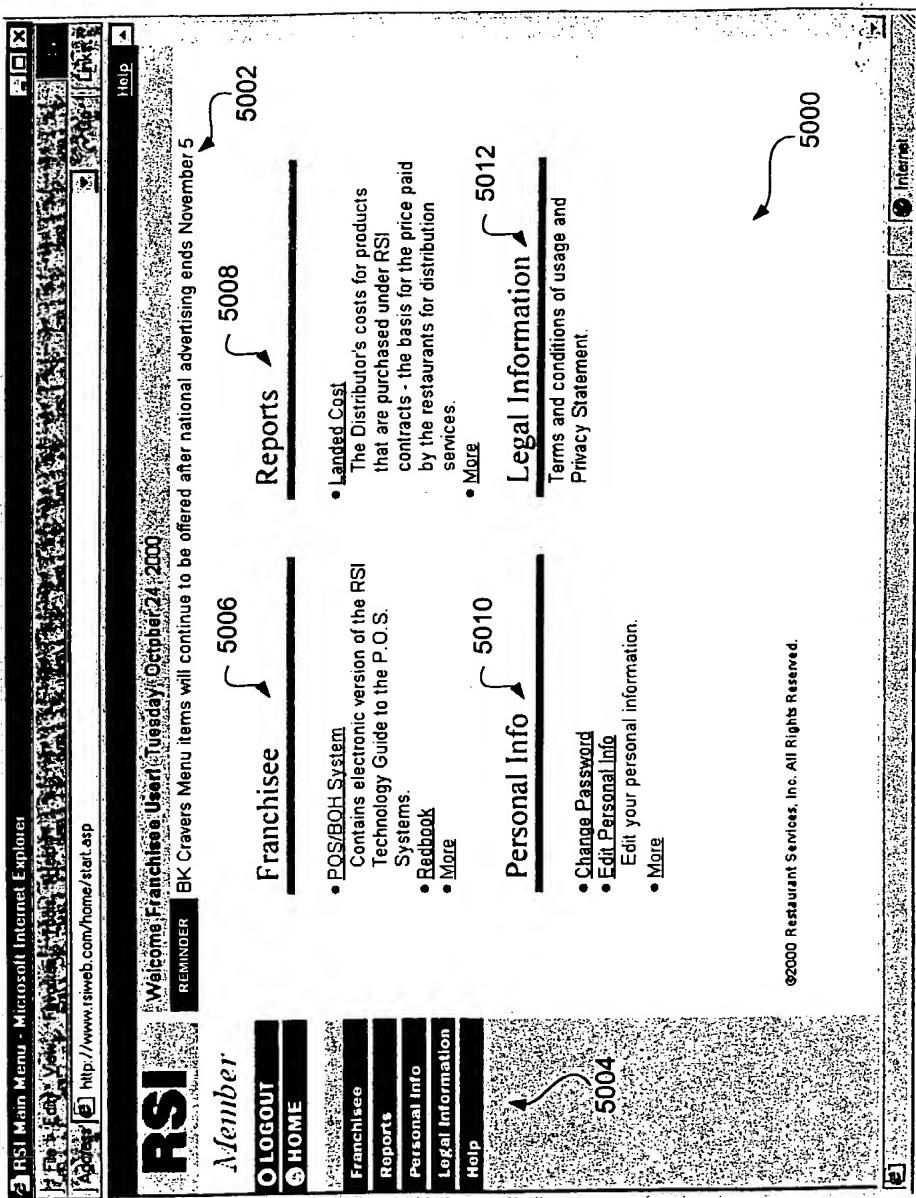


FIG. 50

0
1
2
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4
5
6
7
8
9

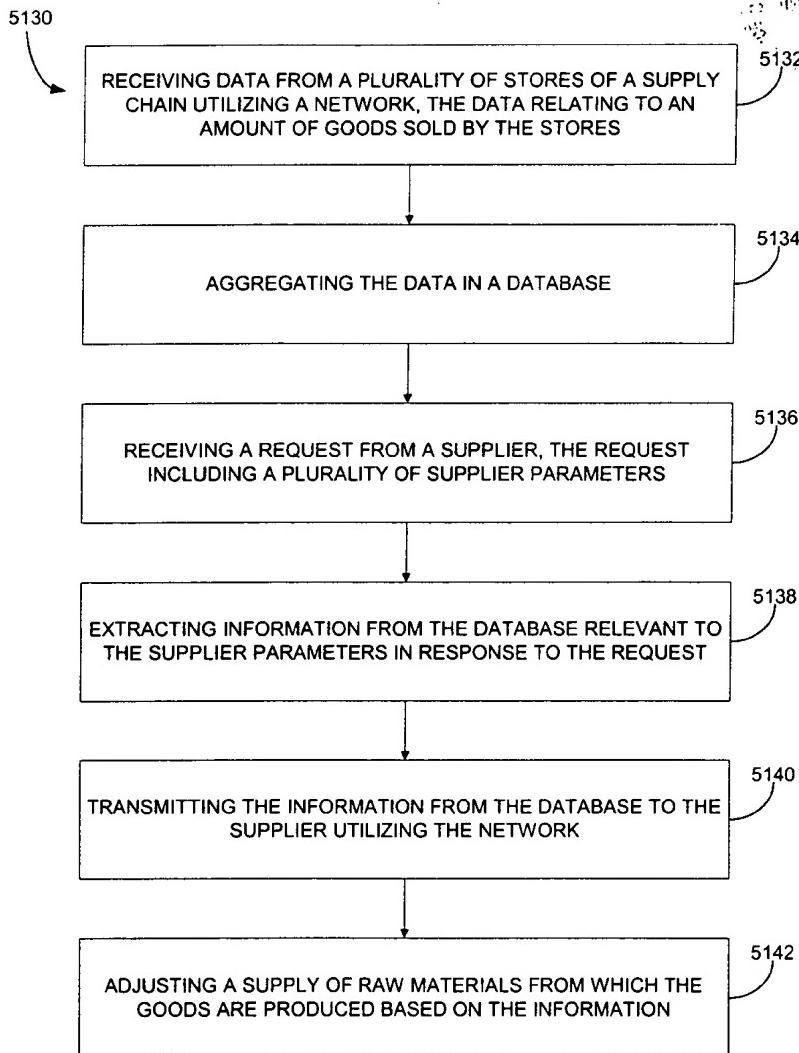


FIG. 51

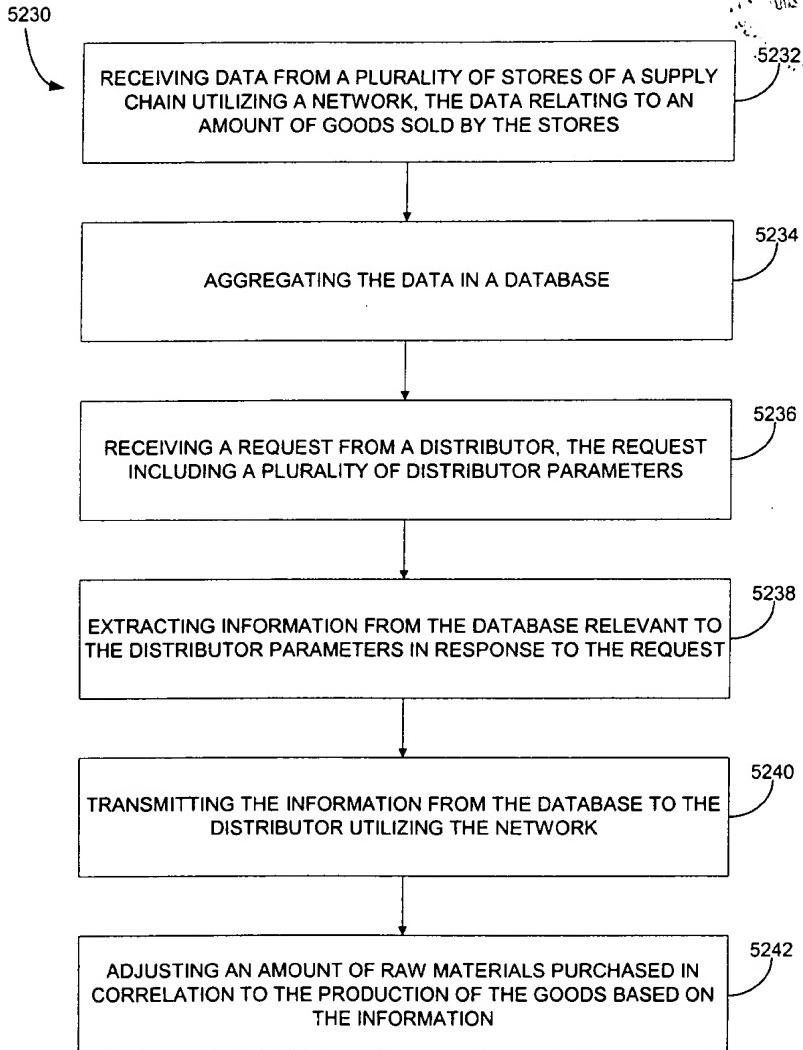


FIG. 52

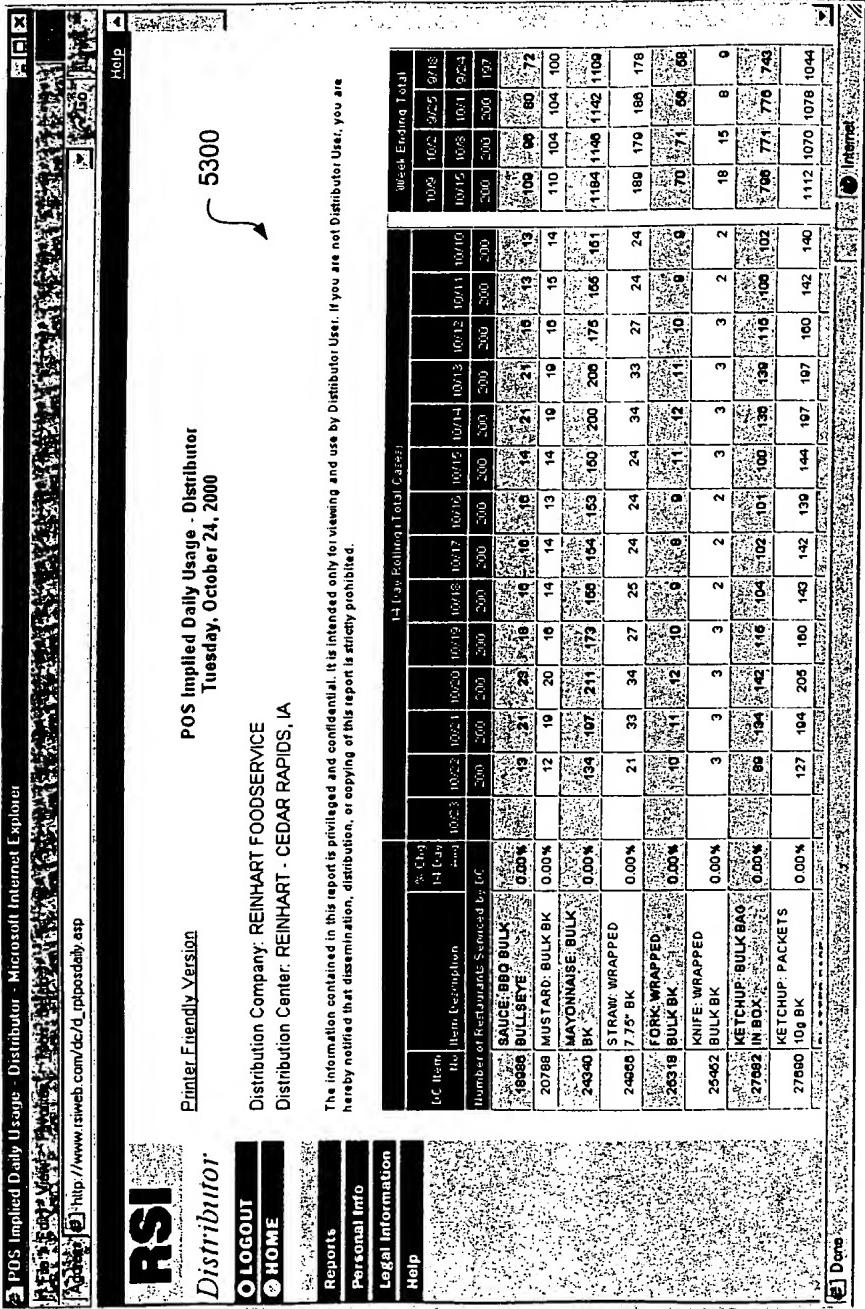


FIG. 53

FIG. 54

RSI

Distributor

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[Personal Info](#)

[Legal Information](#)

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REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

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Local Promotion Caption	zDI	Start Date	Projected [By Usage Week(s)]	Duration (In Week(s))	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	90	9	
	Davenport/RMoline, IA	6/1/00	85	32	17	
	Des Moines/Ames, IA	7/1/00	95	17	28	
	Omaha, NE	7/1/00	85	7	30	
	Pearl, IL	6/1/00	85	90	17	
	Sioux City, IA	6/25/00	85	90	0	
	Springfield/Decatur/Champaign, IL	6/1/00	85	90	0	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids/Iowa City/Kinnickinnic, IA				60	
	Davenport/RMoline, IA	4/15/00	90	17		
	Ottumwa/Kleinsville, IA	4/15/00	90	13	30	
Big King Total					90	
Pancake Minis	Chicago, IL	5/15/00	20	90	8	
	Sioux City, IA	4/15/00	20	90	7	
Pancake Minis Total					35	

FIG. 55

RSI

POS Implied Daily Usage - Supplier

Supplier:

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Supplier:

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Help

5500

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

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1-2 Lbs. Per Unit(s) 1103 L.3351												Weight Ending Total								
FOB Point	Item No.	Item Description	% Ctn Day Avg.	10/2	10/3	10/4	10/5	10/6	10/7	10/8	10/9	10/10	10/11	10/12	10/13	10/14	10/15	10/16	10/17	10/18
TOTAL																				

Total of DC Locations																			
6	CHICKEN PATTY	0.00%	90	37	144	111	100	100	100	100	100	100	100	100	100	100	100	100	100
7	CHICKEN BK	0.00%																	
7	BROILER	0.00%																	
8	CHICKEN TENDERS	0.00%																	
8	CHICKEN CUTS	0.00%																	

RSI

Restaurant Landed Cost Verification Report Microsoft Internet Explorer

http://www.rsiweb.com/ranc/l_plic.asp?reportid=

Member Restaurant Number: 0003473 Date: 10/22/00 **Retrieve**

Logout **HOME**

Printer Friendly Version **Restaurant Landed Cost Verification Report**

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

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RSI Item No.	RSI Item Description	DC Cost	Manuf.	Res'l Cost
10340	4430 REOISTER TAPE THERMAL 2.50 X 100	\$21.27	\$1.57	\$22.84
12890	3586 SUGAR SUBSTITUTE PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
16880	389 SAUCE BULK-KRAFT BULLSEYE	\$24.48	\$9.57	\$32.05
19432	4473 COFFEE FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	61 MUSTARD BULK 30L	\$0.40	\$1.57	\$0.92
20940	4281 WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
26340	50 SAUCE BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270 WATER ICE MOUNTAIN 5L	\$0.41	\$1.57	\$7.98

Done

FIG. 56

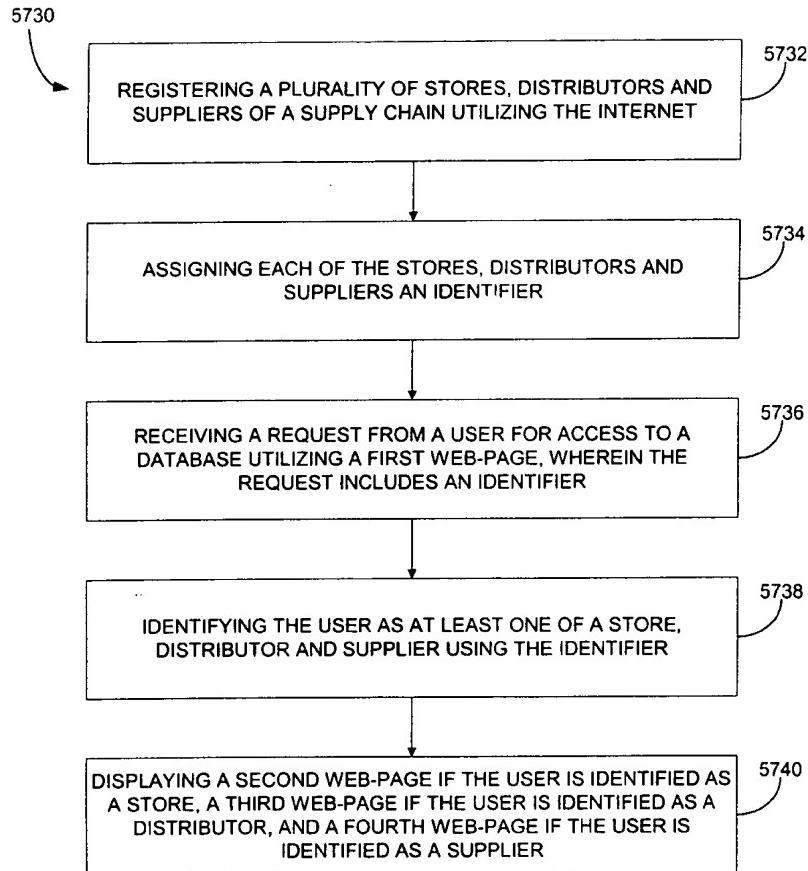


FIG. 57

5802
5804
5806
5808

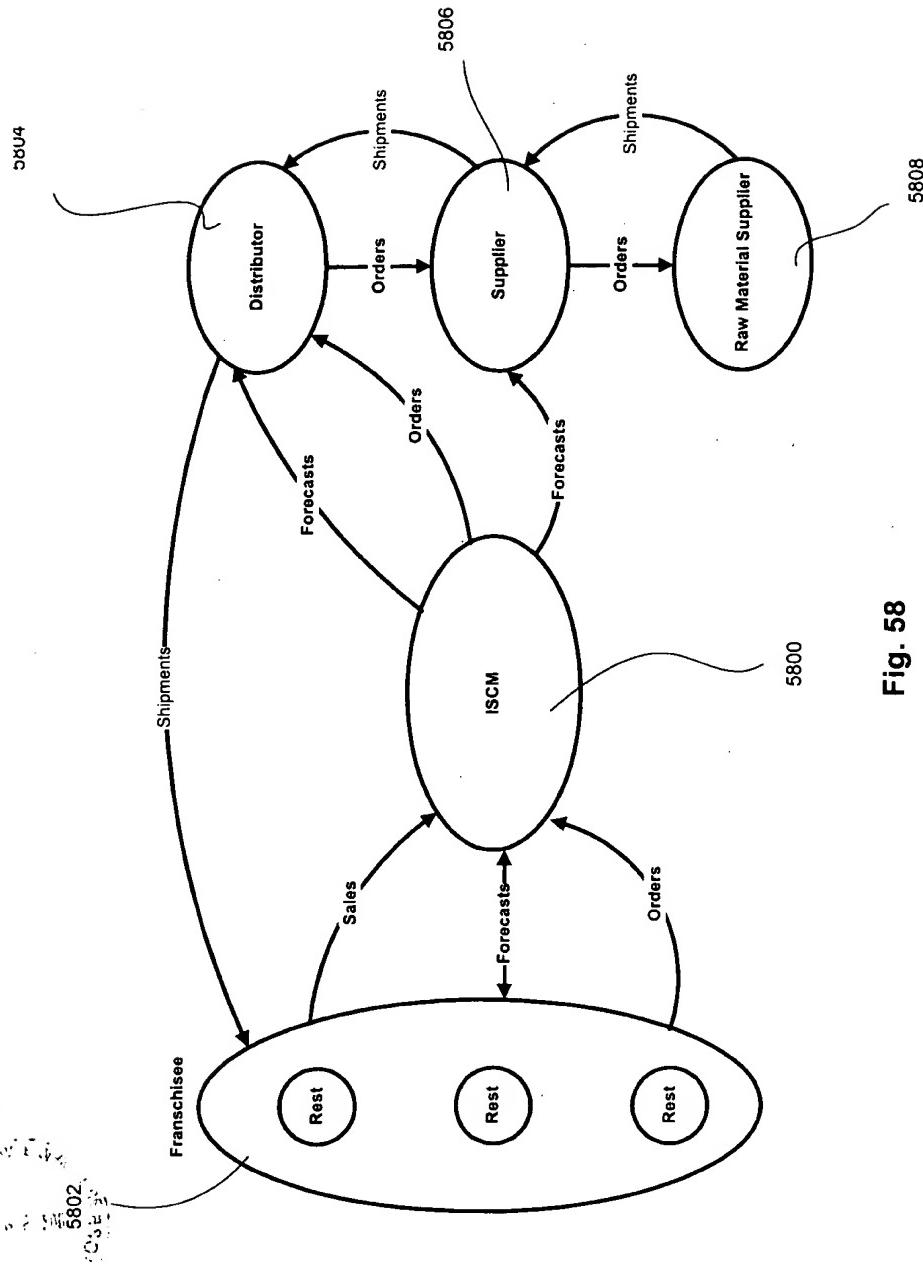


Fig. 58

0 0

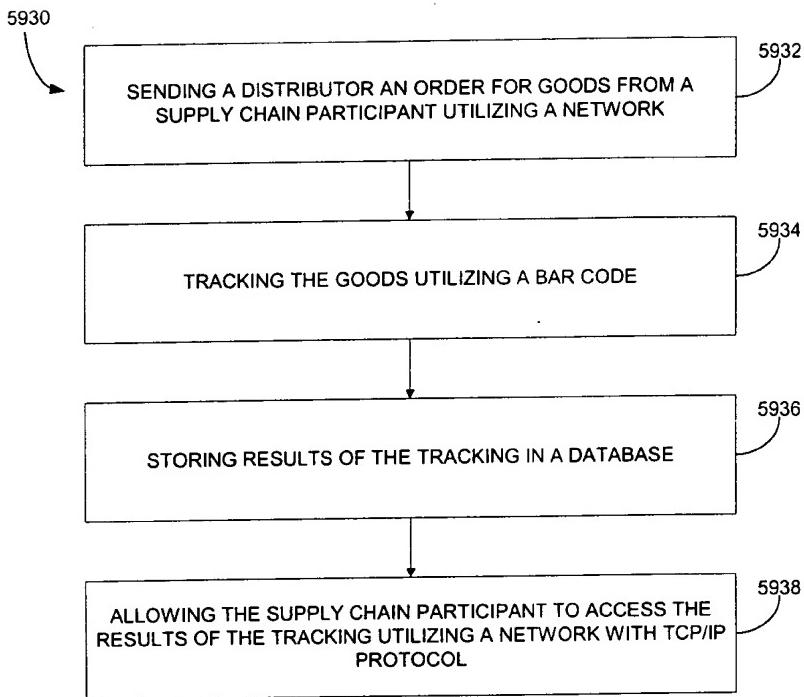
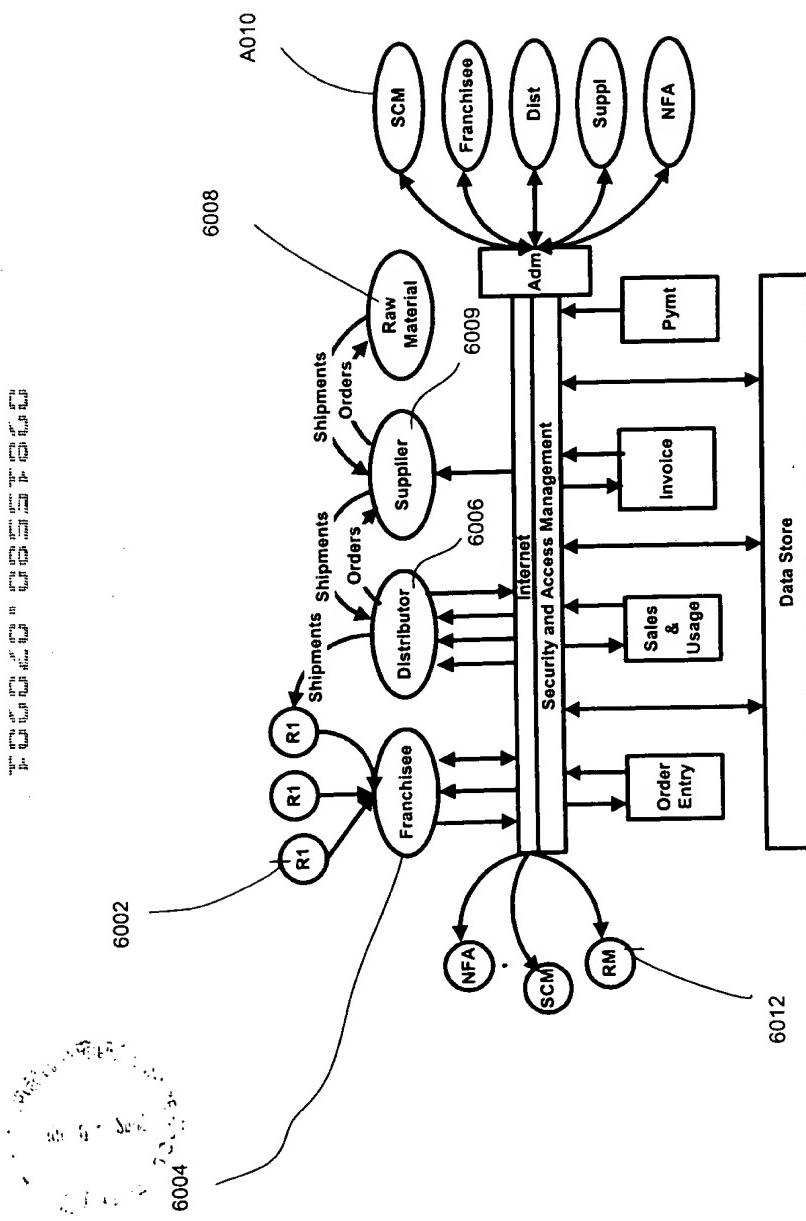


FIG. 59

Fig. 60



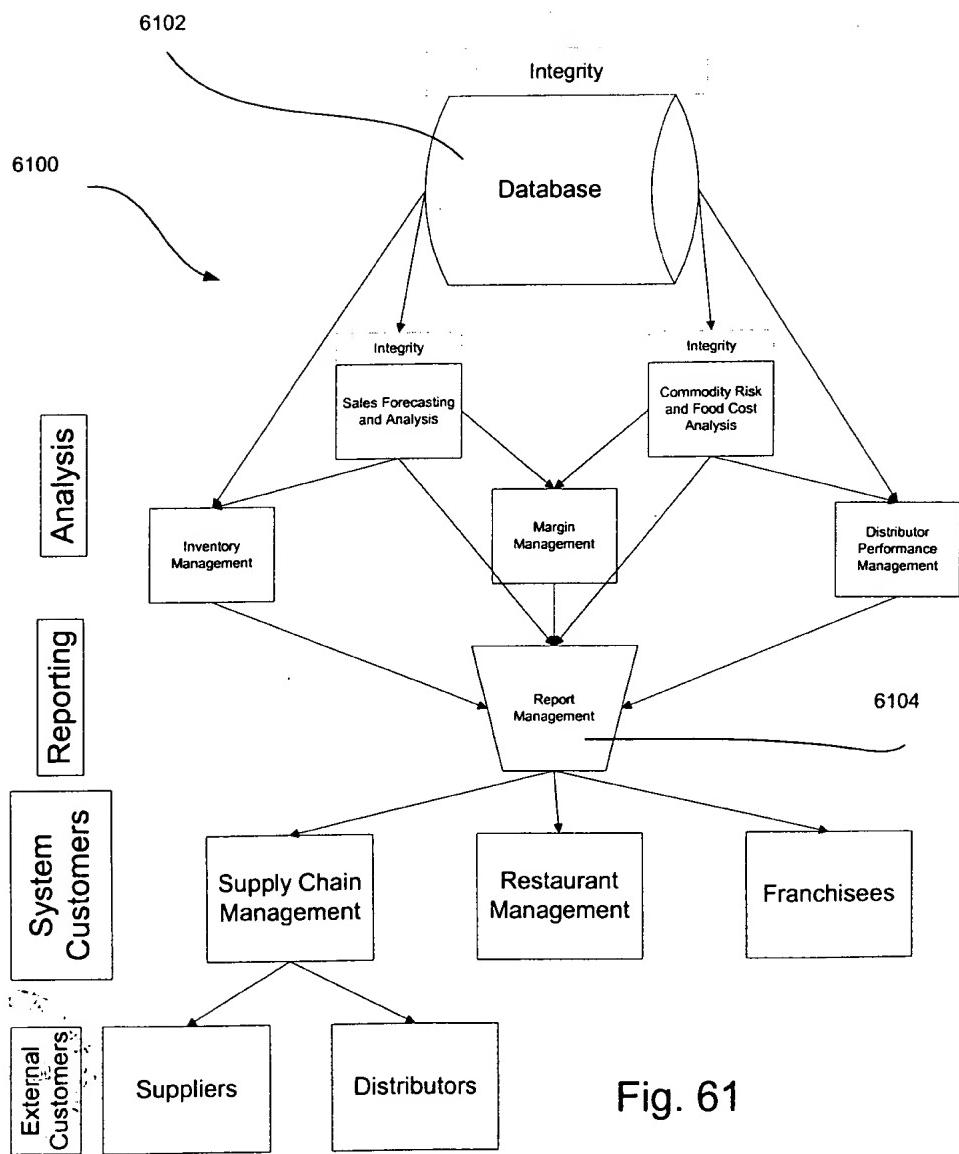


Fig. 61

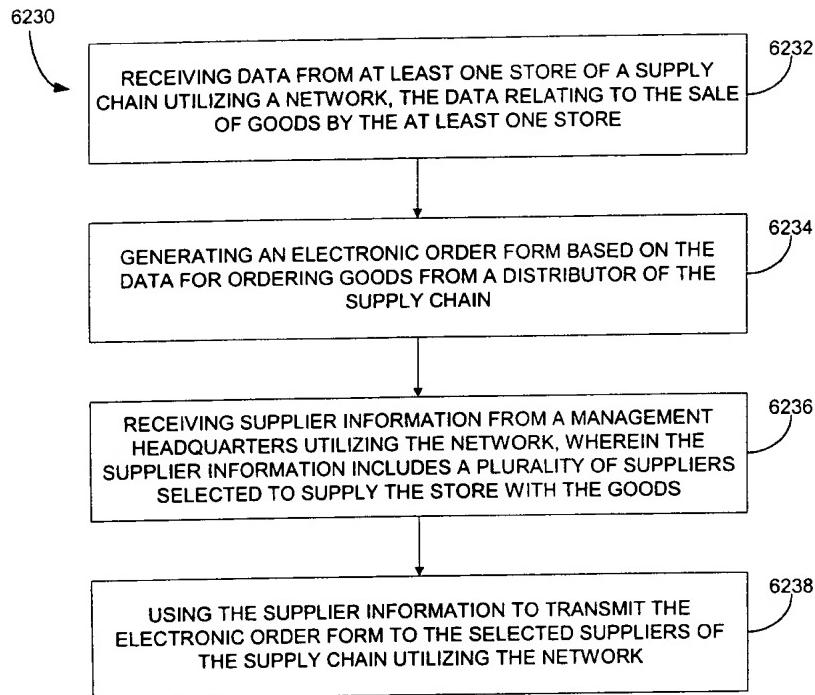


FIG. 62

6300

6300

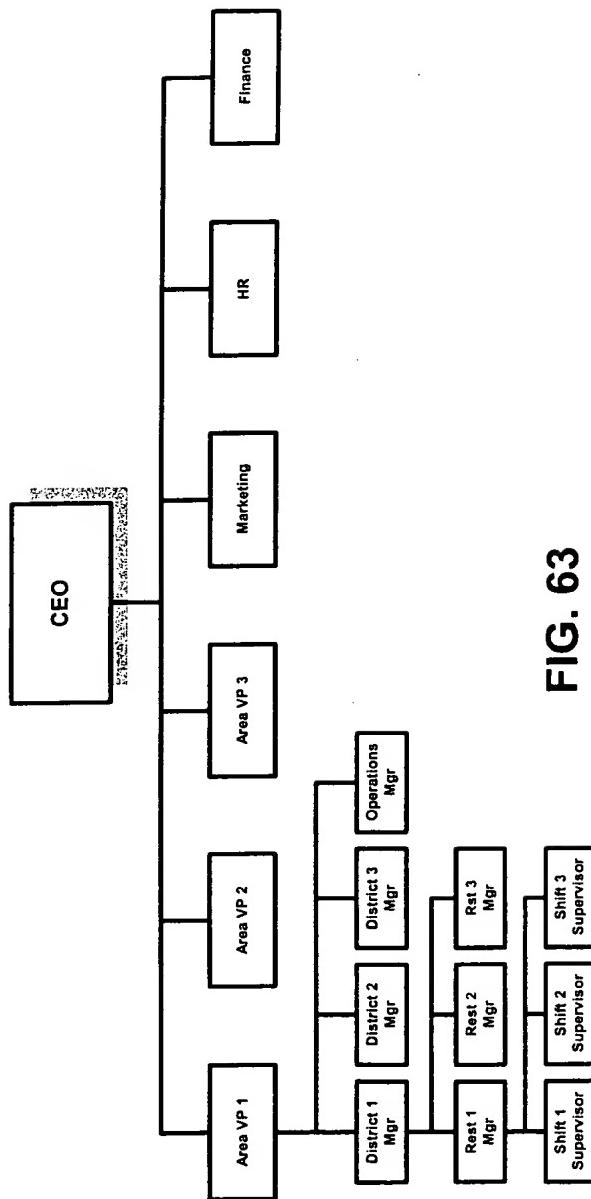


FIG. 63

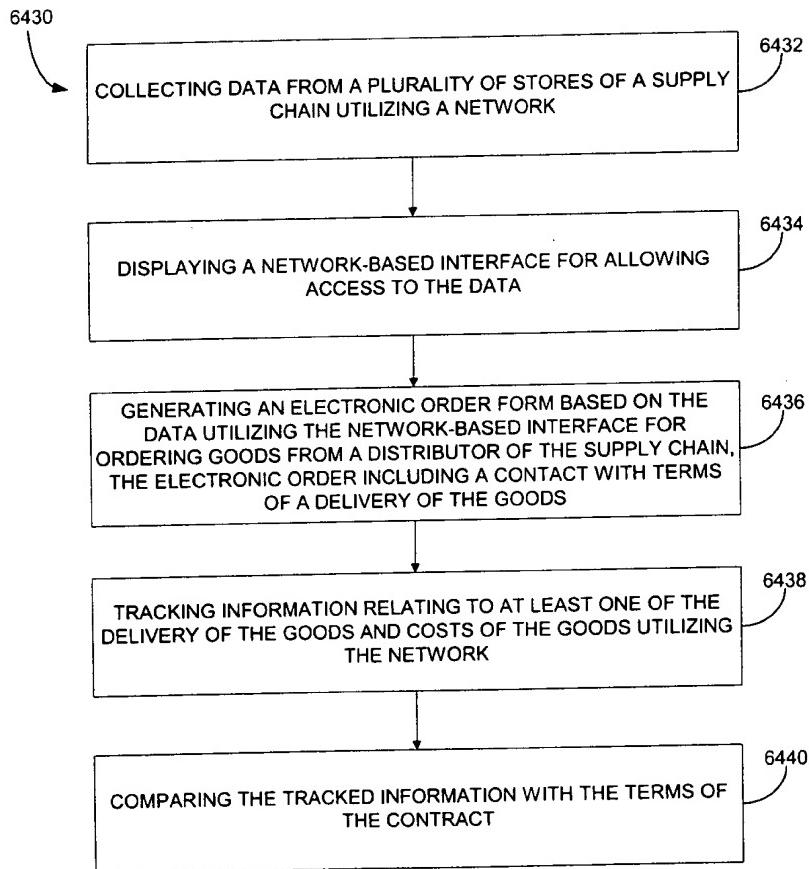


FIG. 64

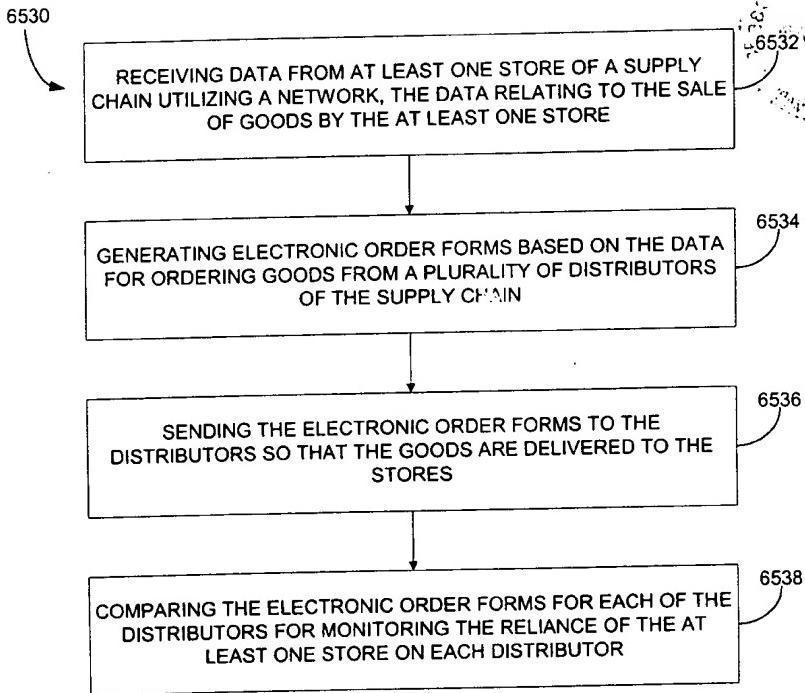


FIG. 65

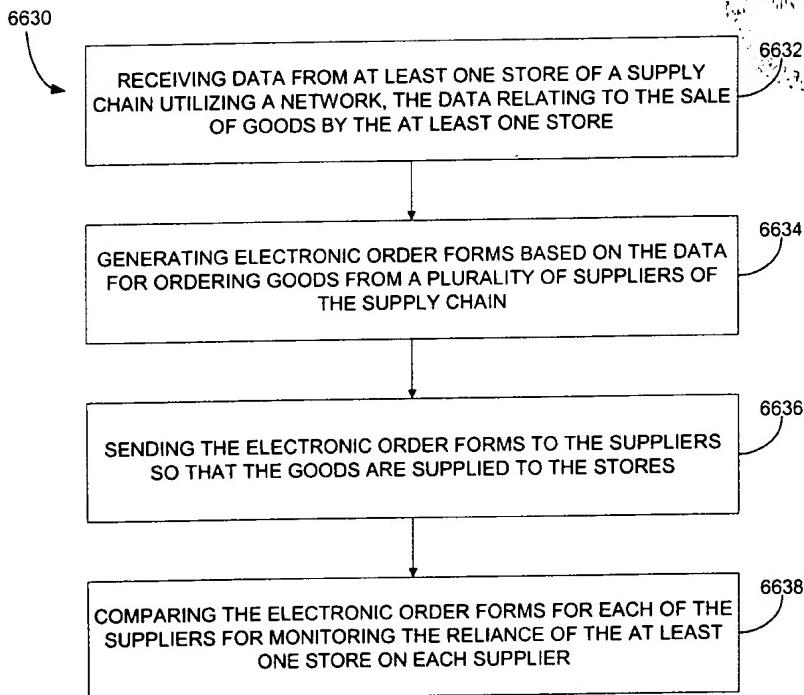


FIG. 66

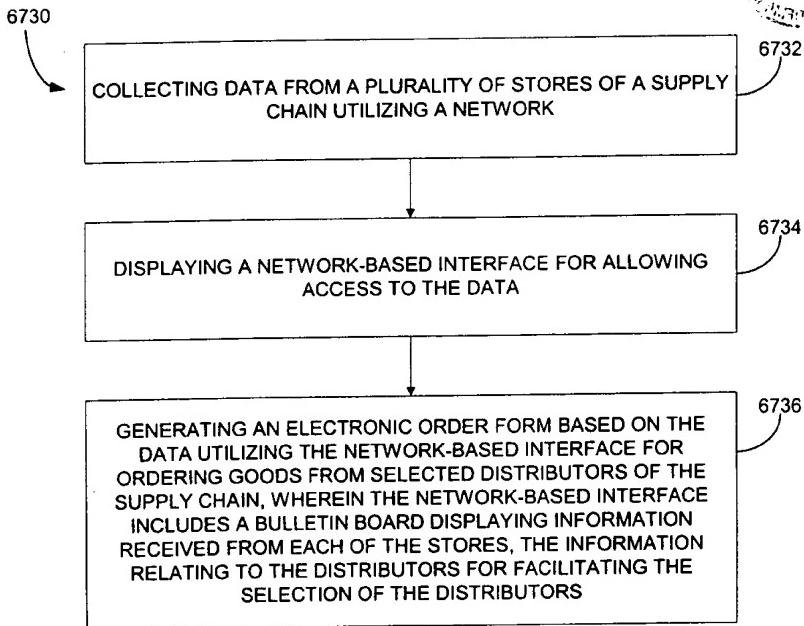


FIG. 67

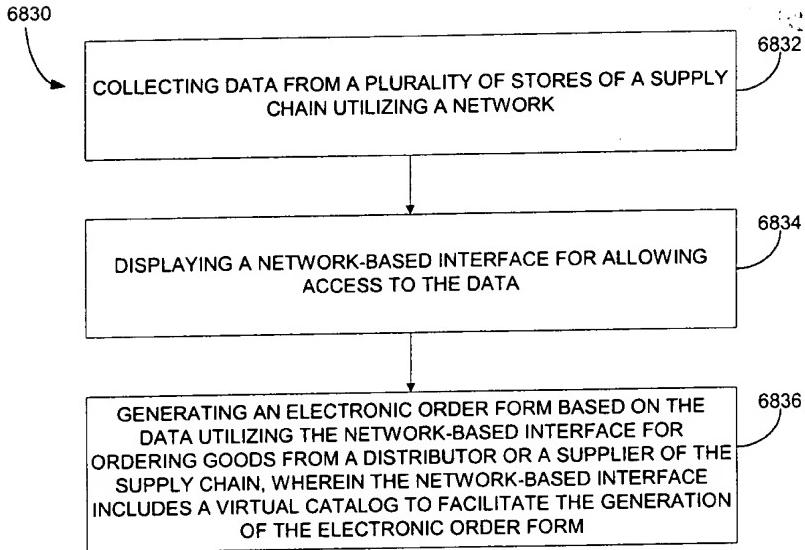
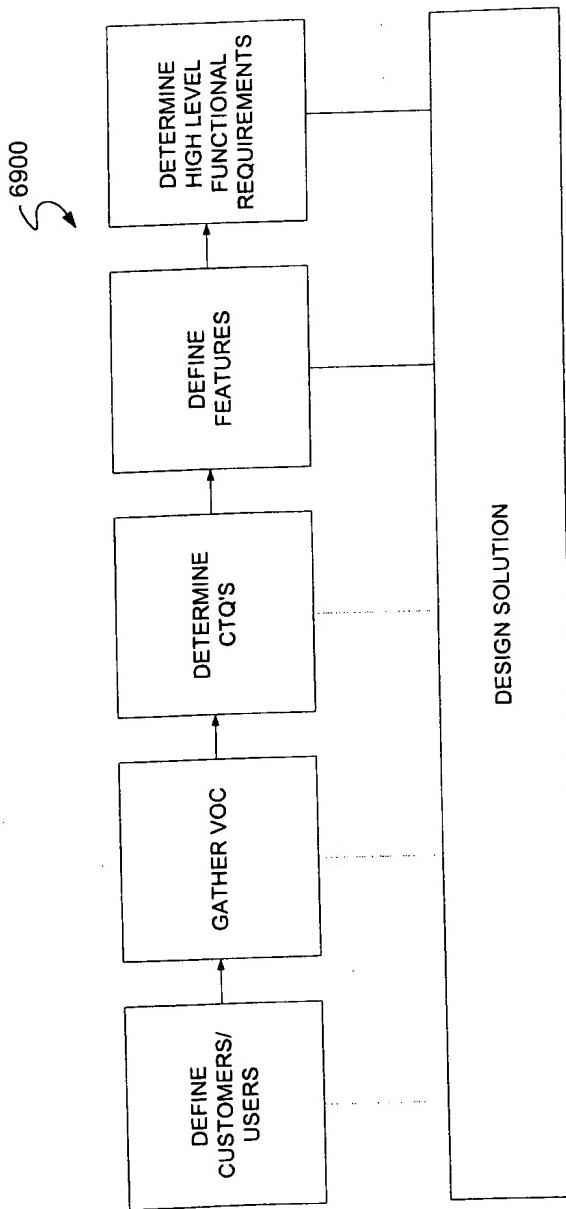


FIG. 68

6900
6900

FIG. 69



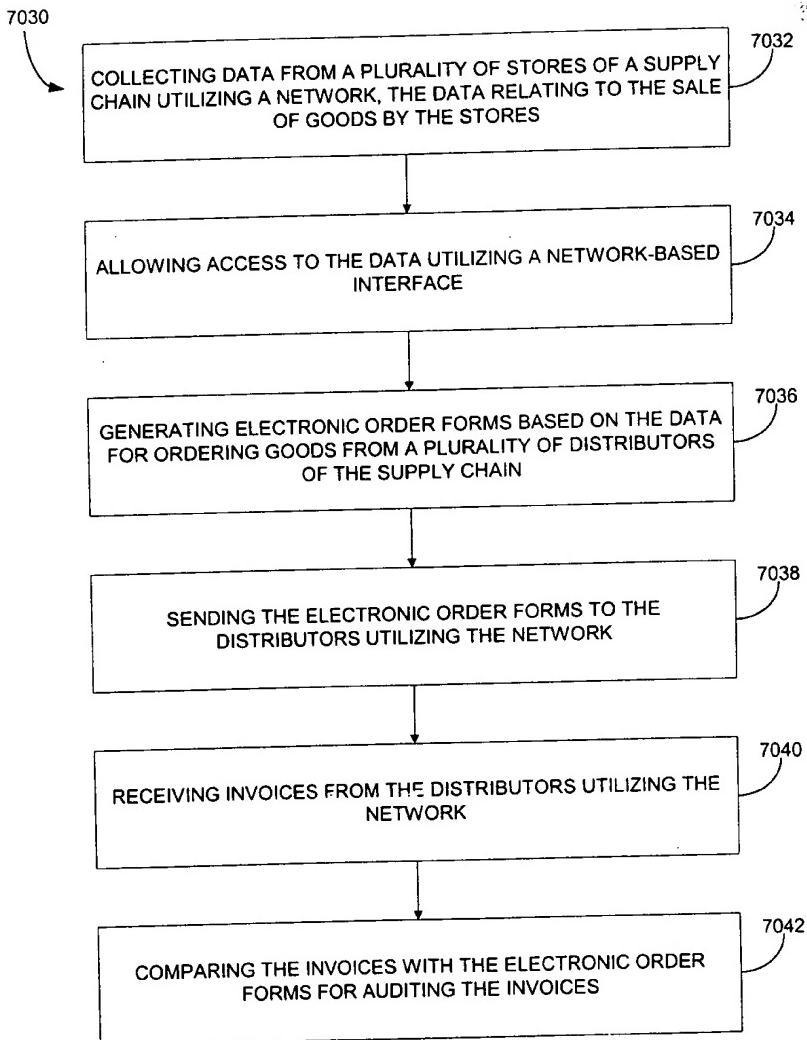


FIG. 70

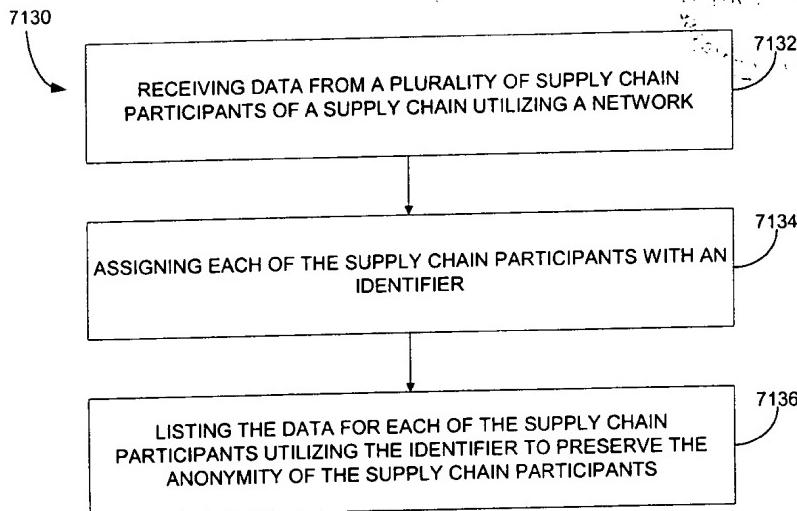


FIG. 71

7200 7202 7204

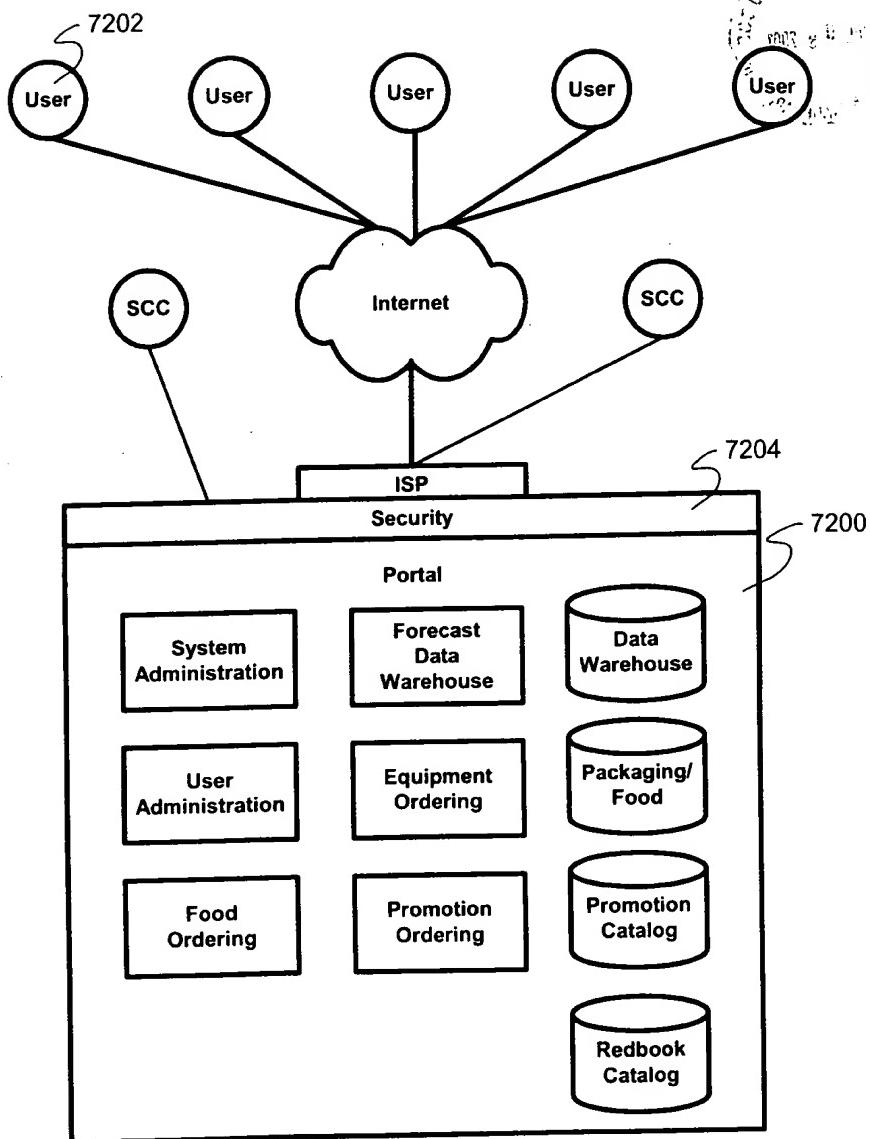


FIG. 72

FIG. 73

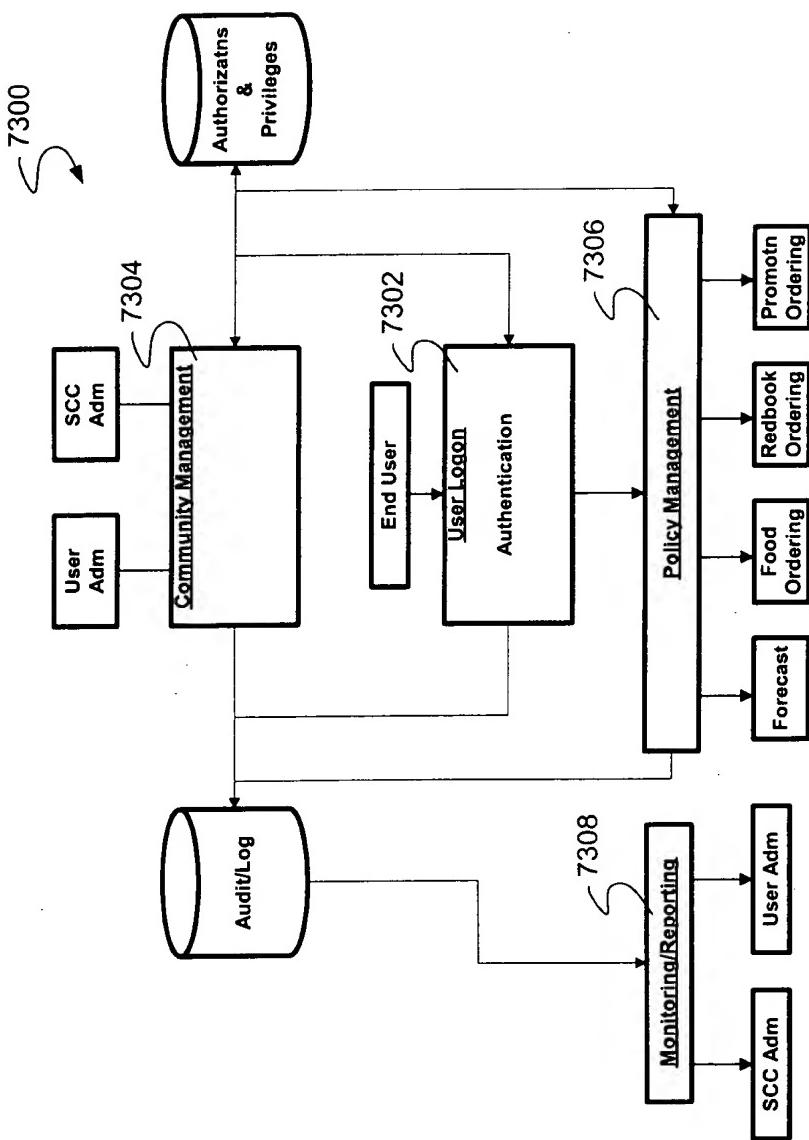
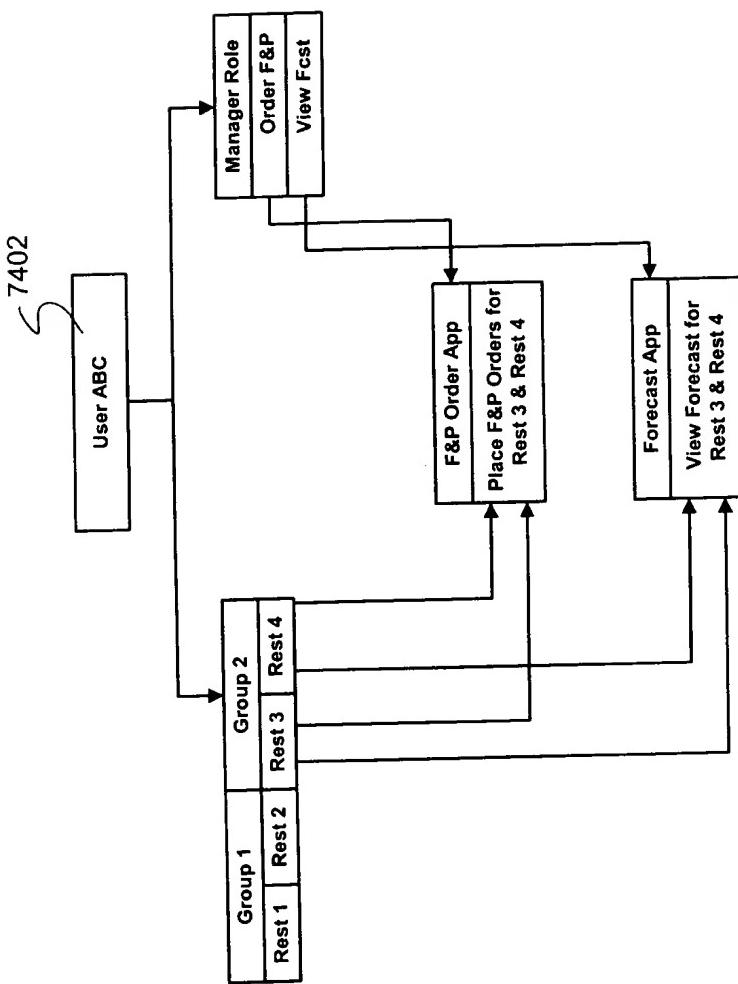


FIG. 74



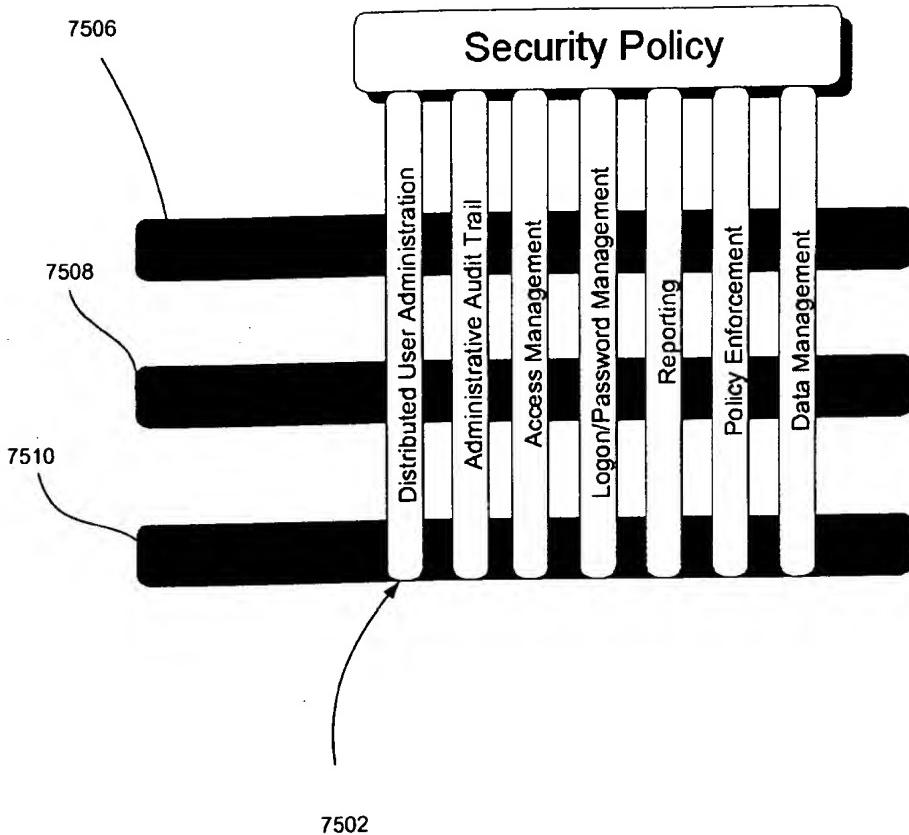


Fig. 75

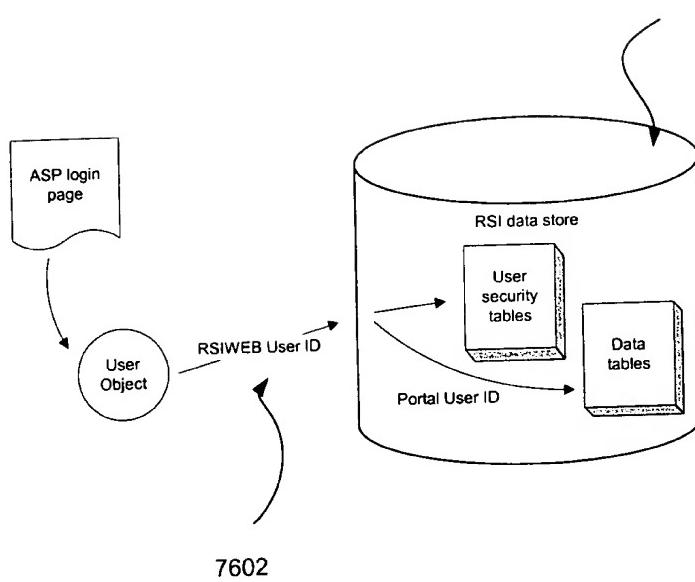
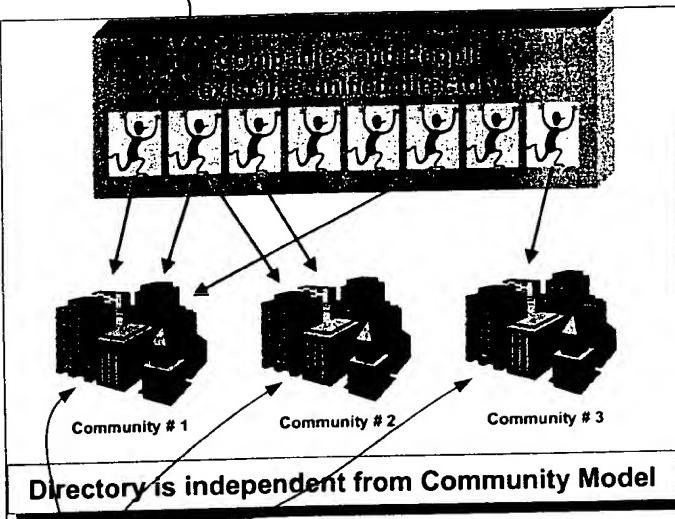


Fig. 76

7700

7704



7702

Fig. 77

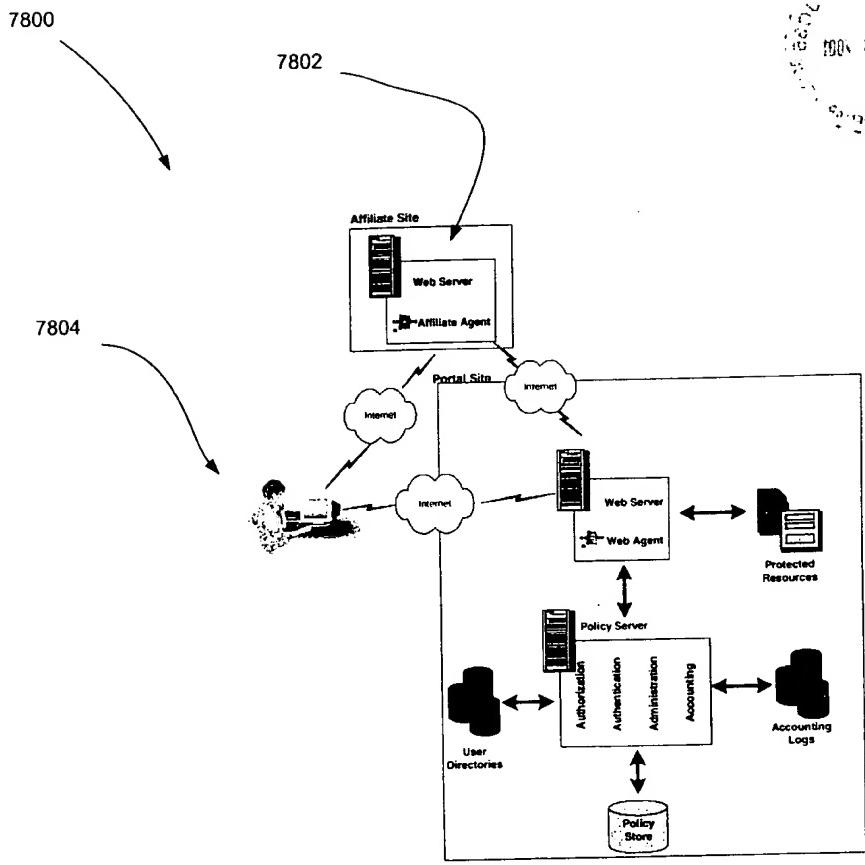


Fig. 78

7900



7902

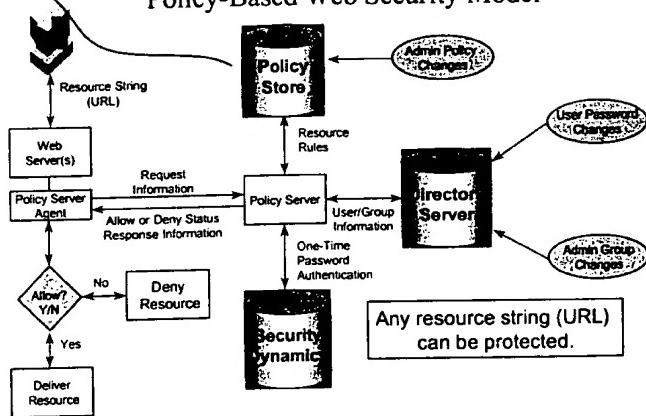


Fig. 79

8030
8032
8034
8036
8038
8040
8042

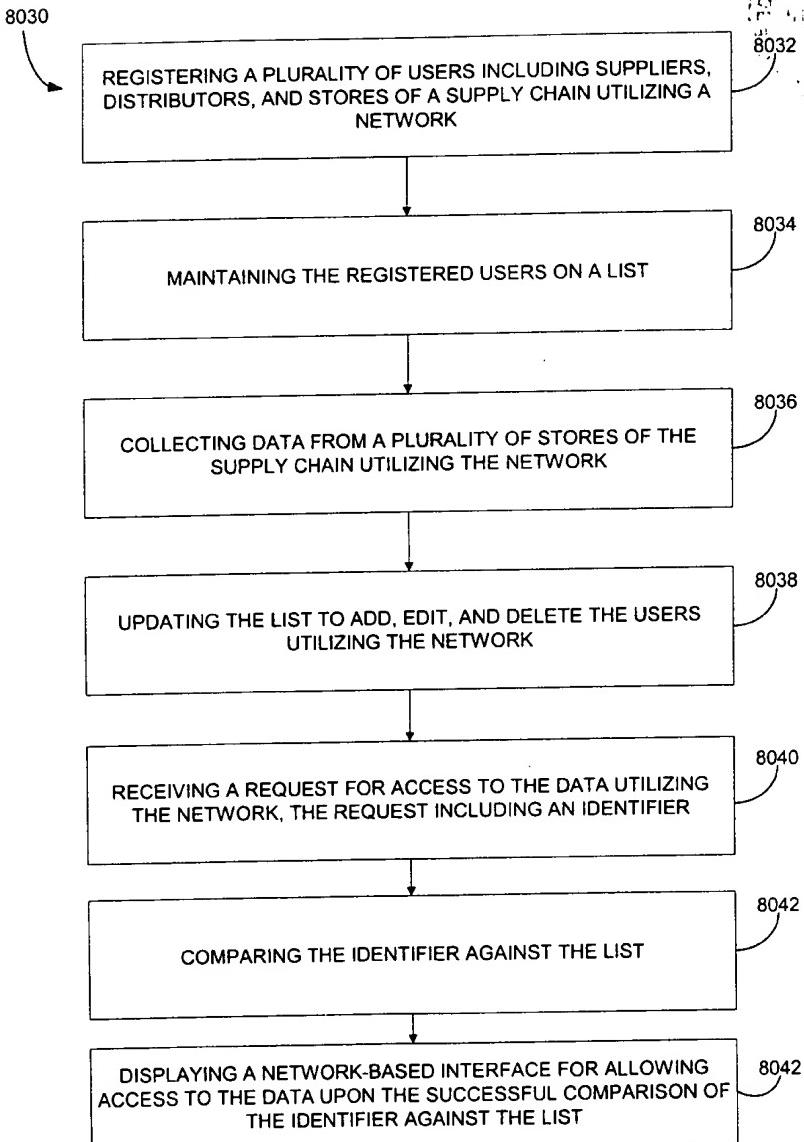


FIG. 80

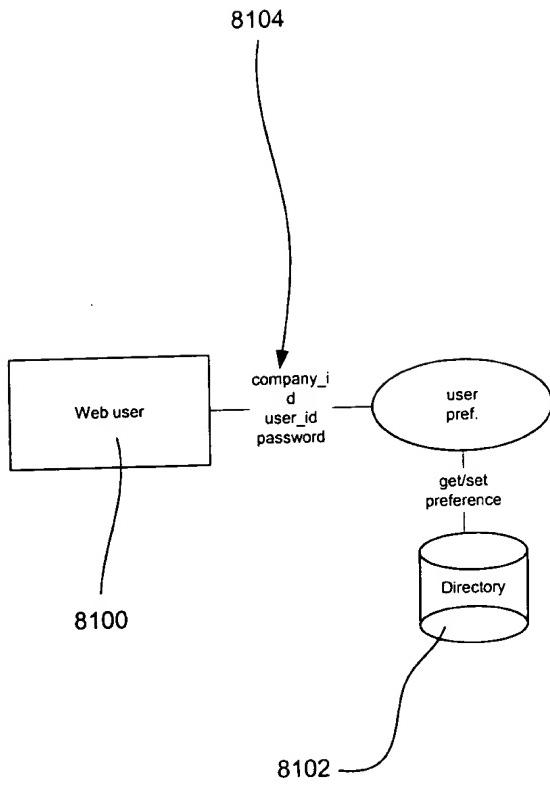


Fig. 81

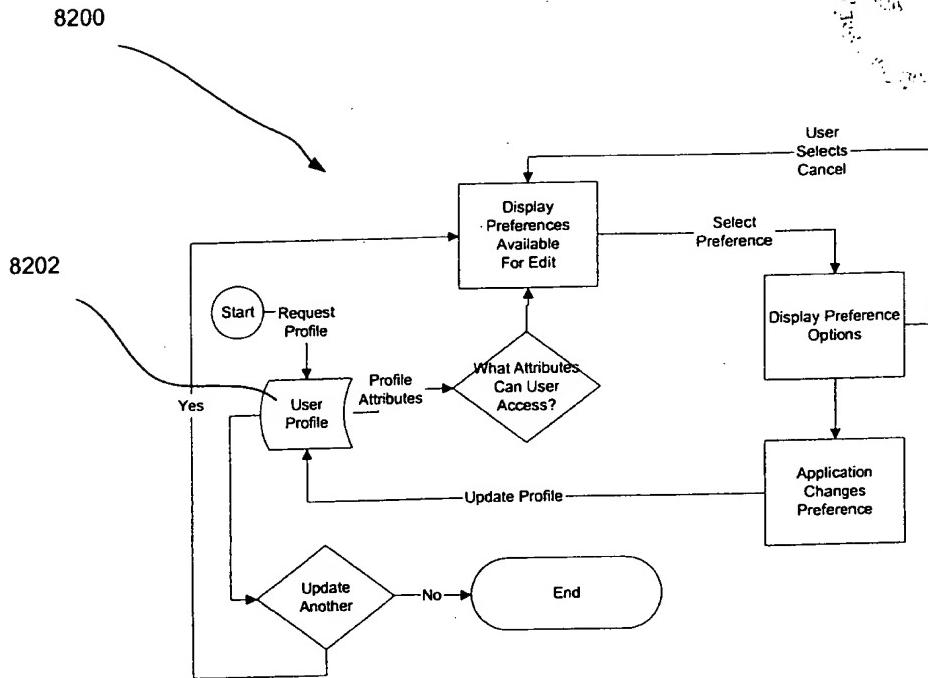


Fig. 82

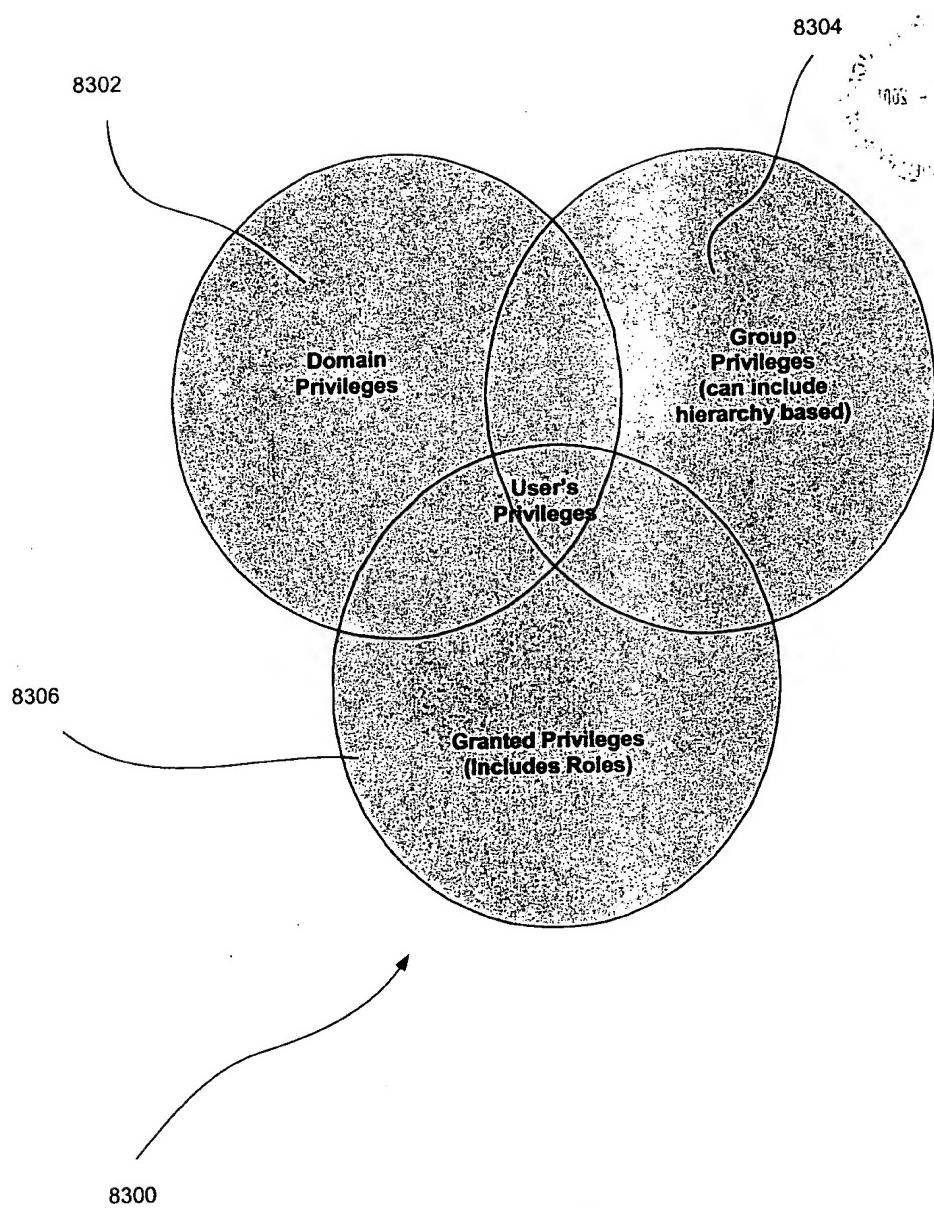


Fig. 83

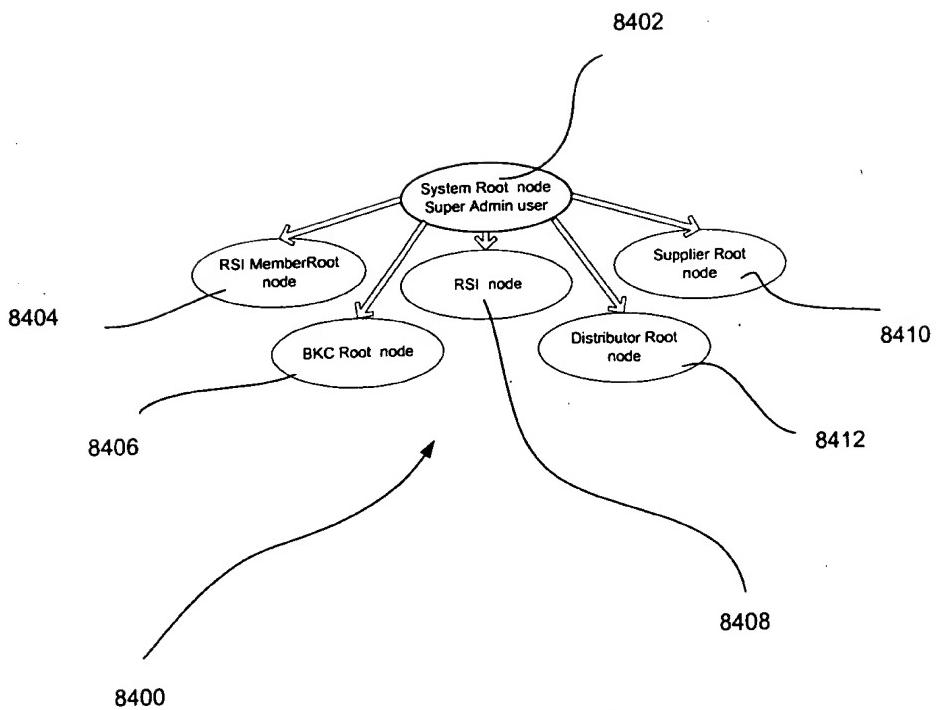


Fig. 84

0 0 0 0 0 0 0 0 0 0

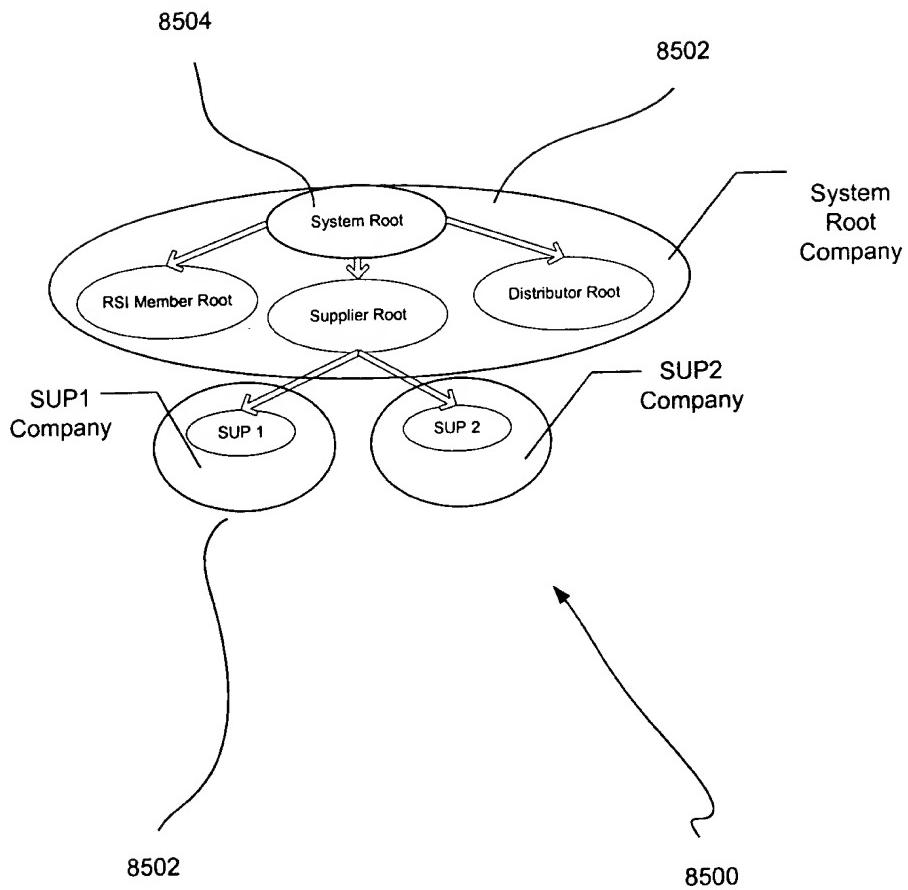


Fig. 85

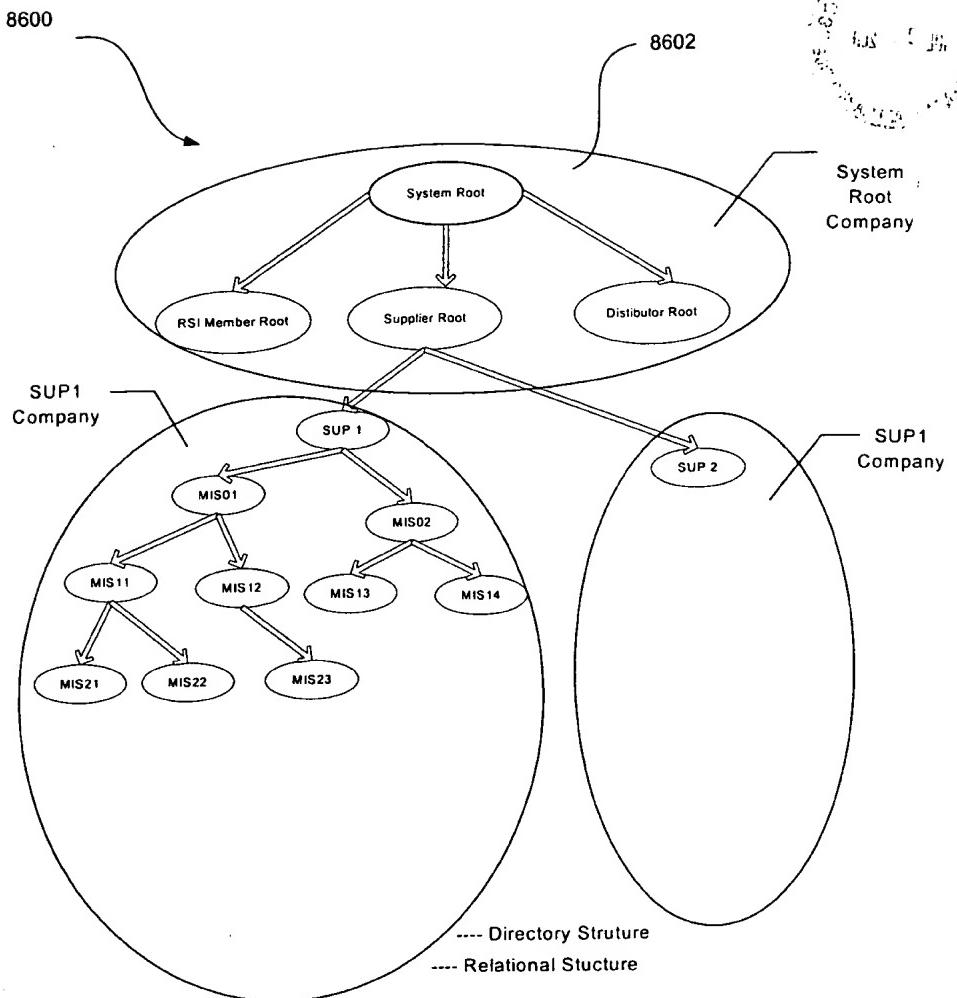


Fig. 86

8700

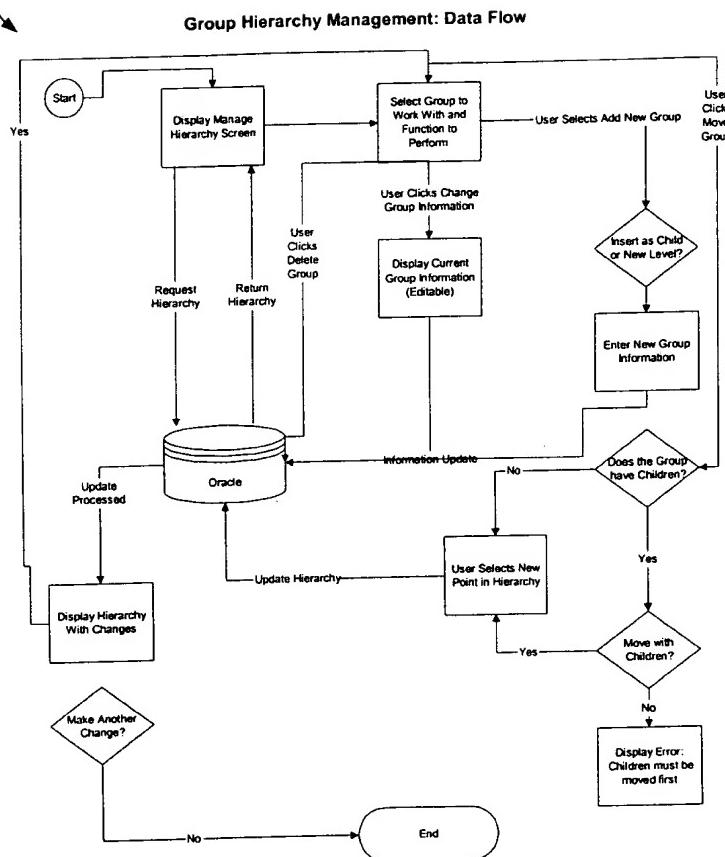


Fig. 87

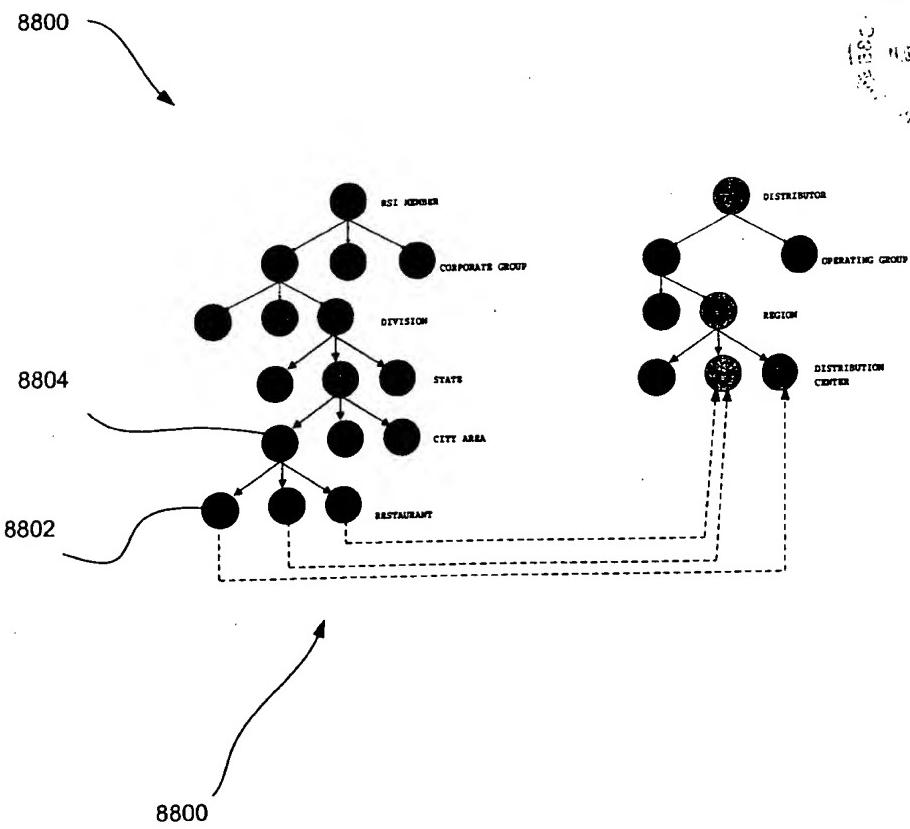


Fig. 88

8902

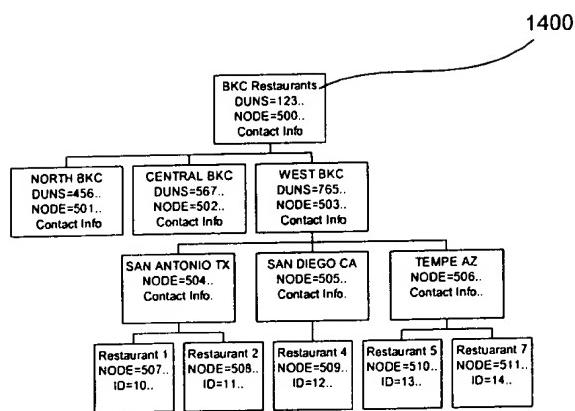


Fig. 89

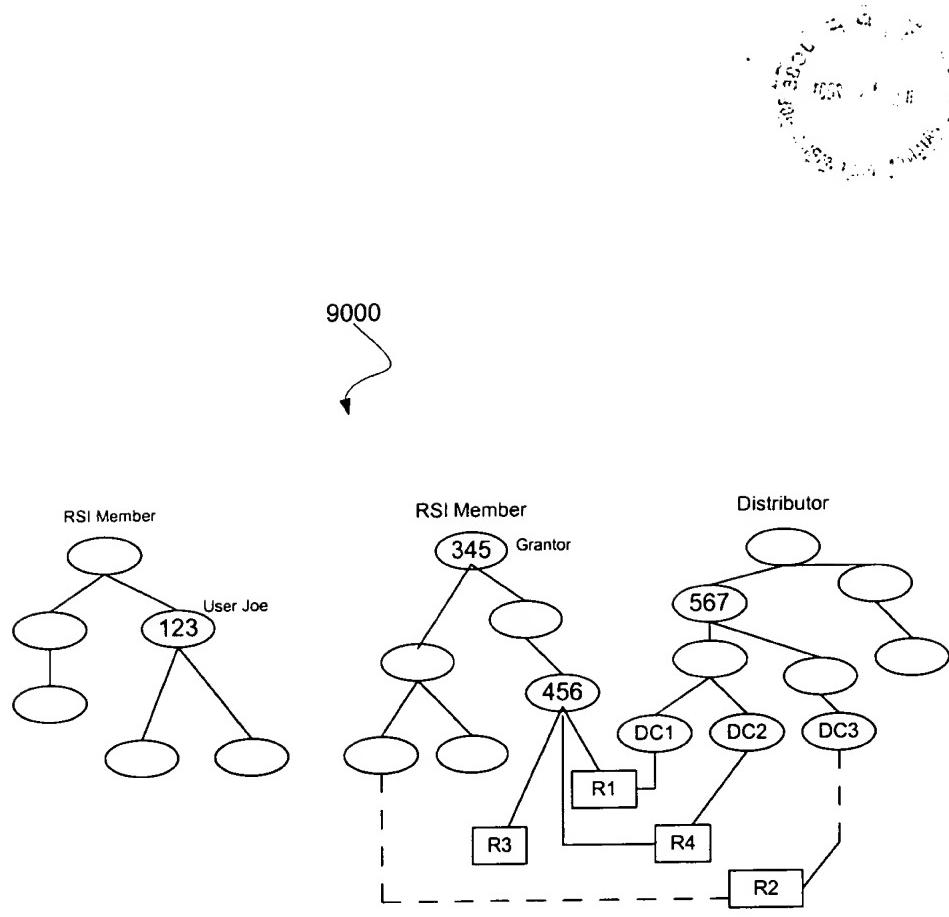


FIG. 90

9100

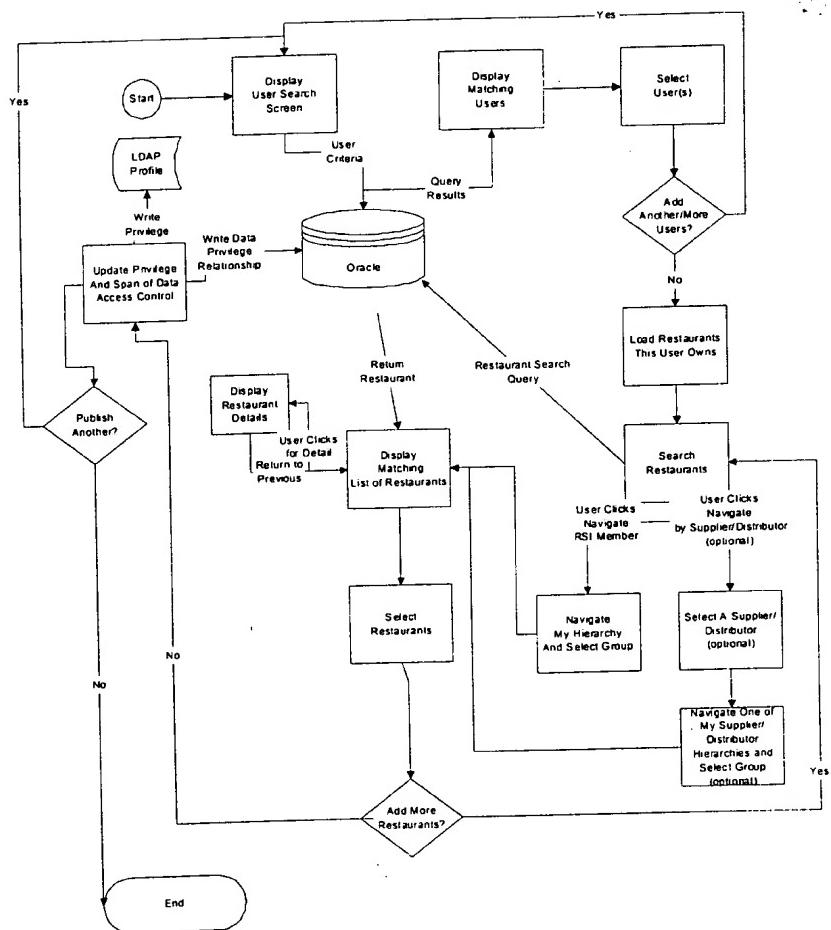


Fig. 91

0004585 - 92300

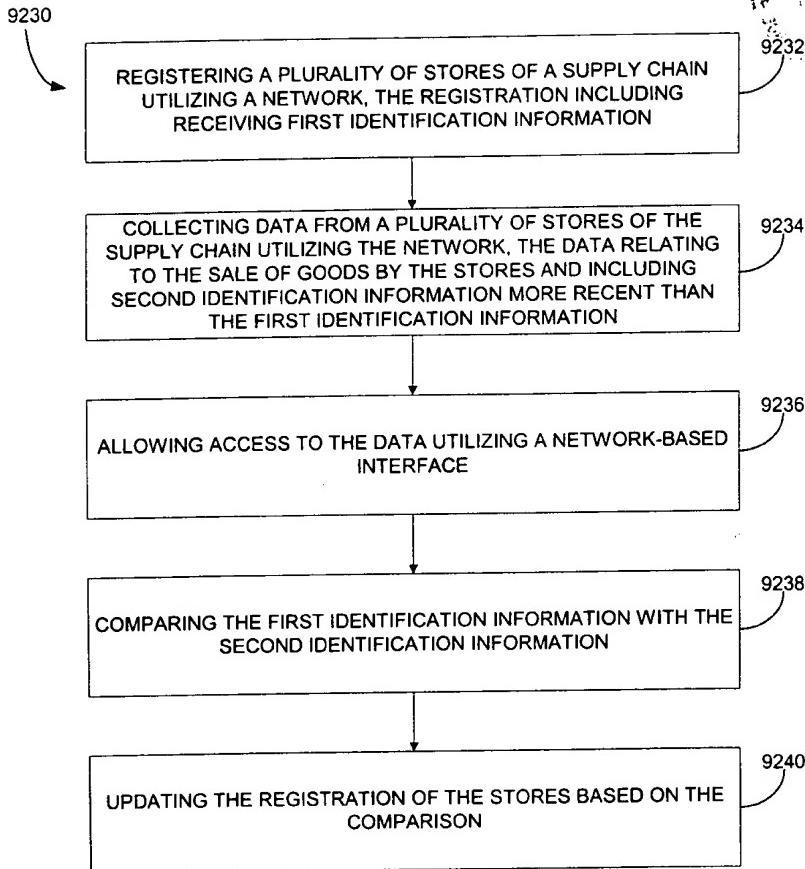


FIG. 92

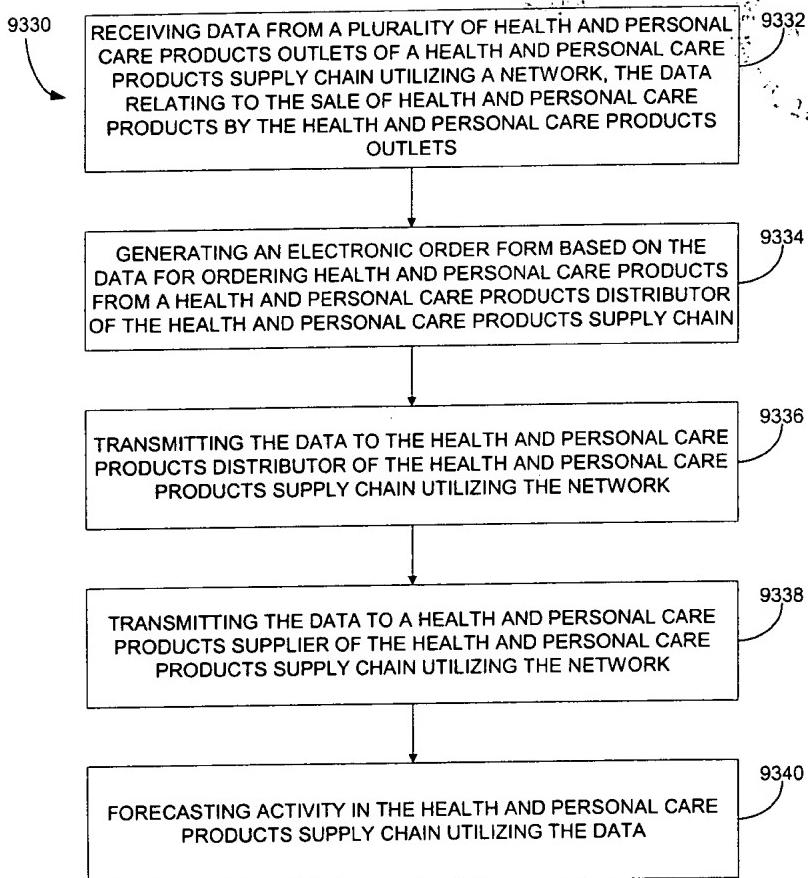


FIG. 93

00000000000000000000000000000000

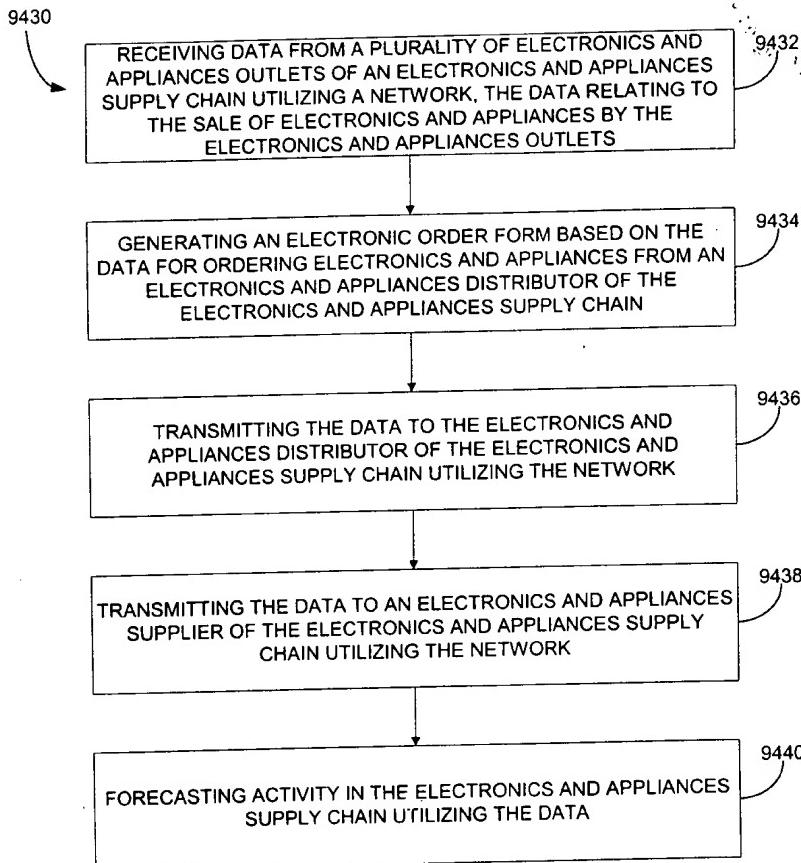


FIG. 94

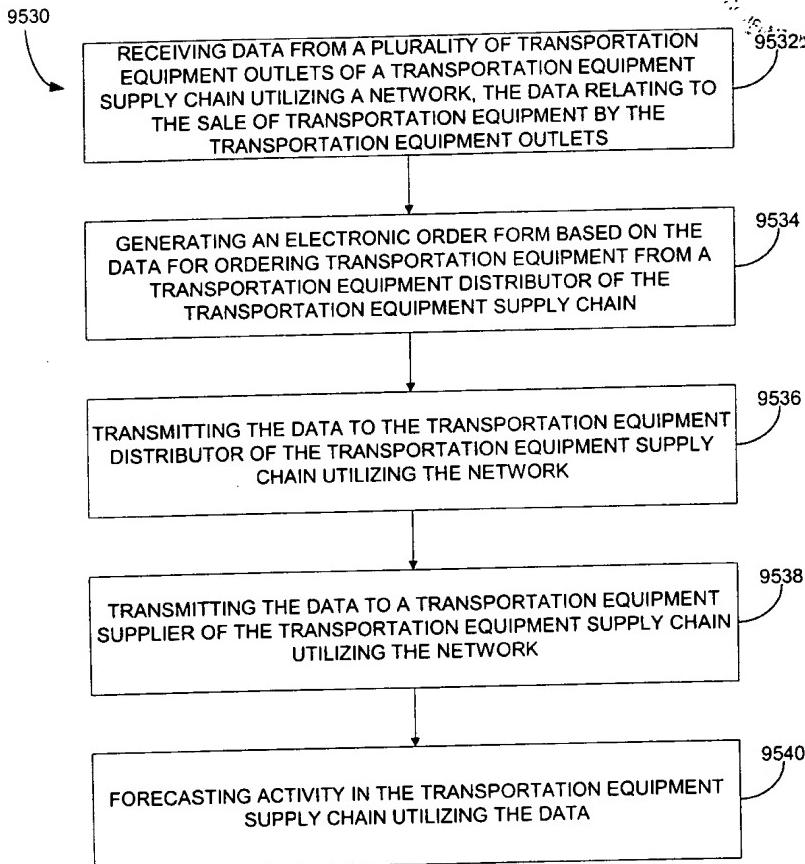


FIG. 95

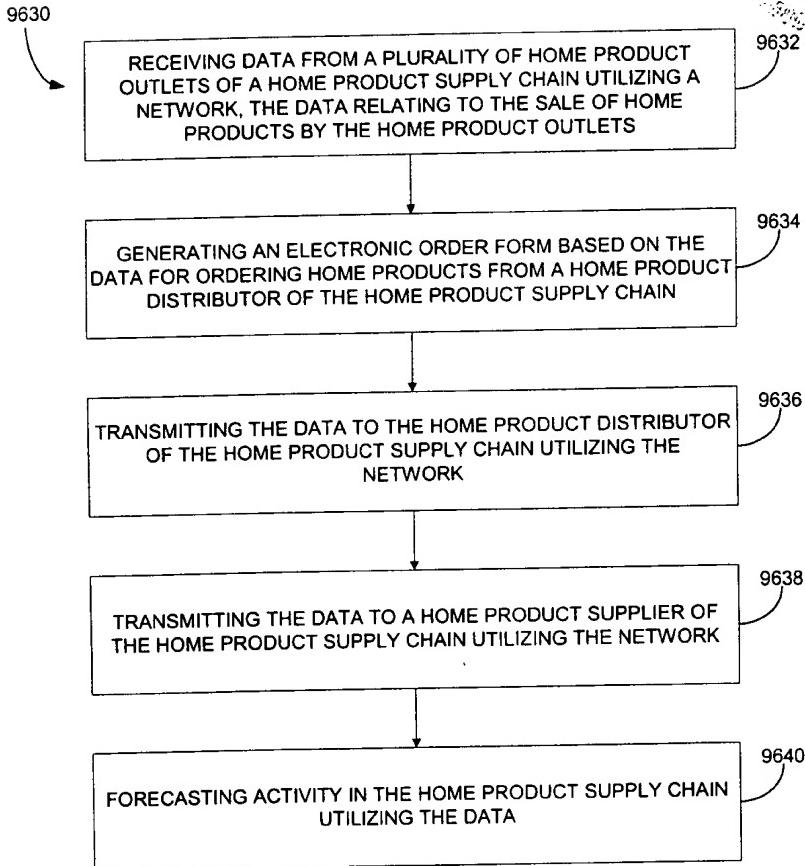


FIG. 96

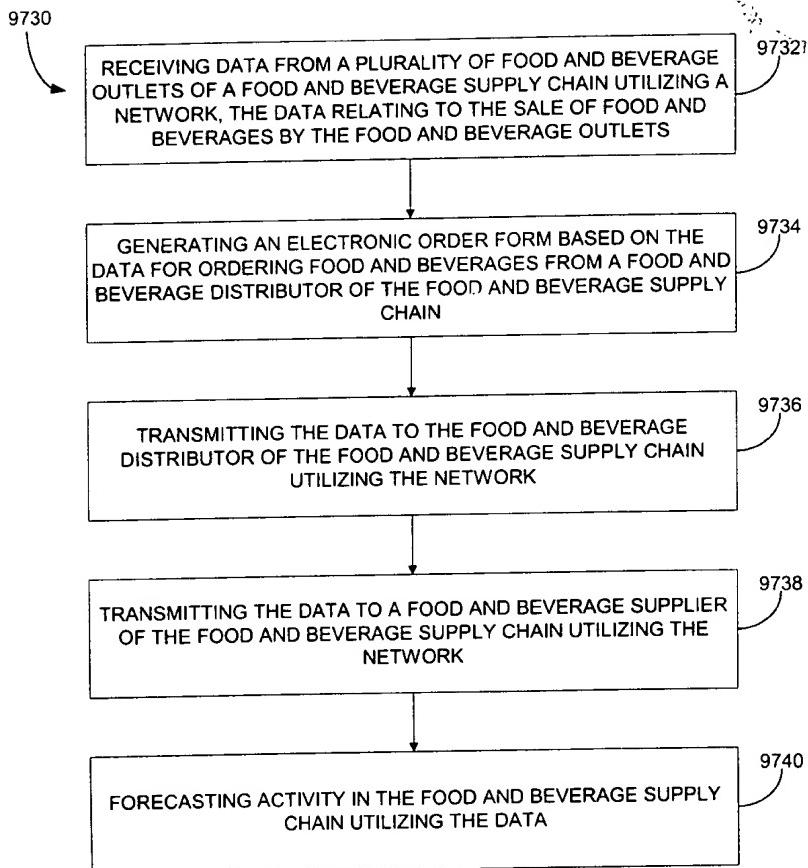


FIG. 97

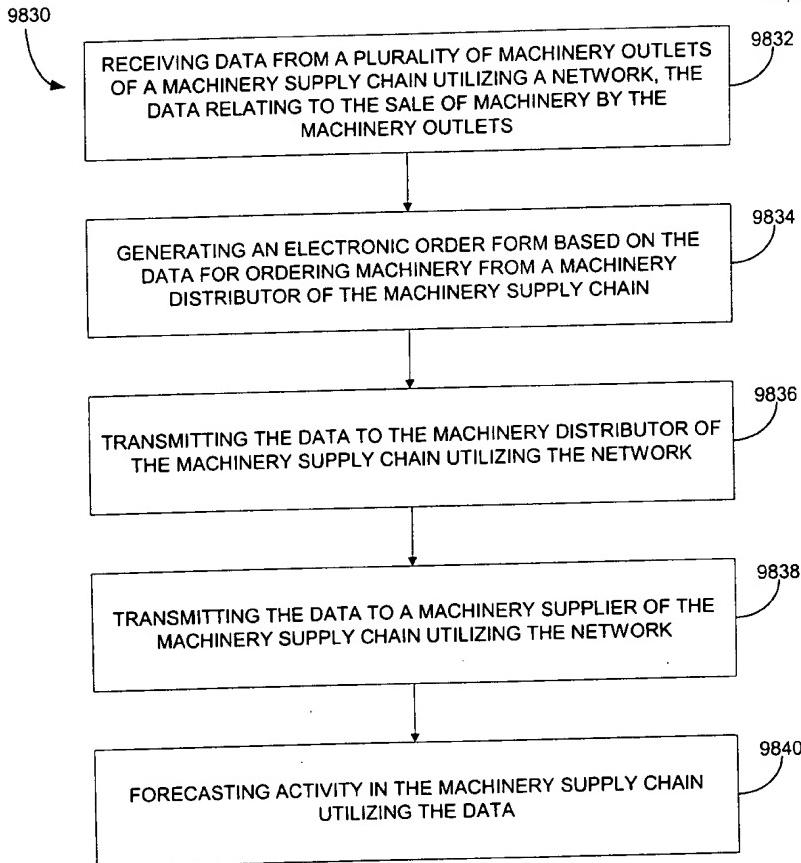


FIG. 98

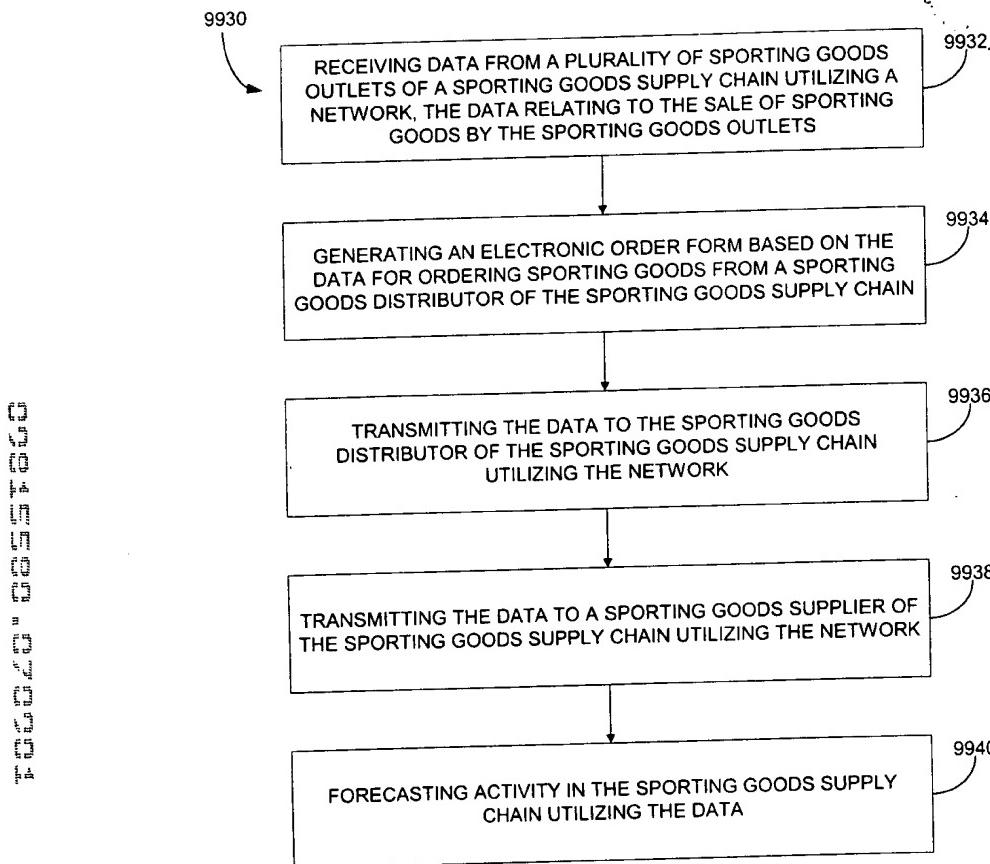


FIG. 99

00000000000000000000000000000000

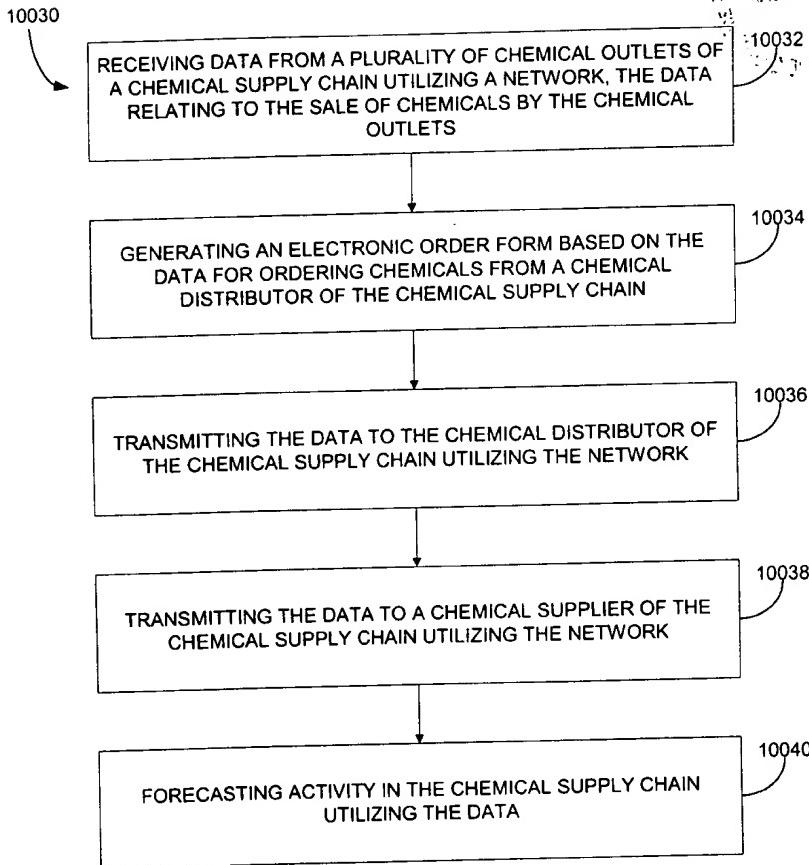


FIG. 100

10130 10132 10134 10136 10138 10140

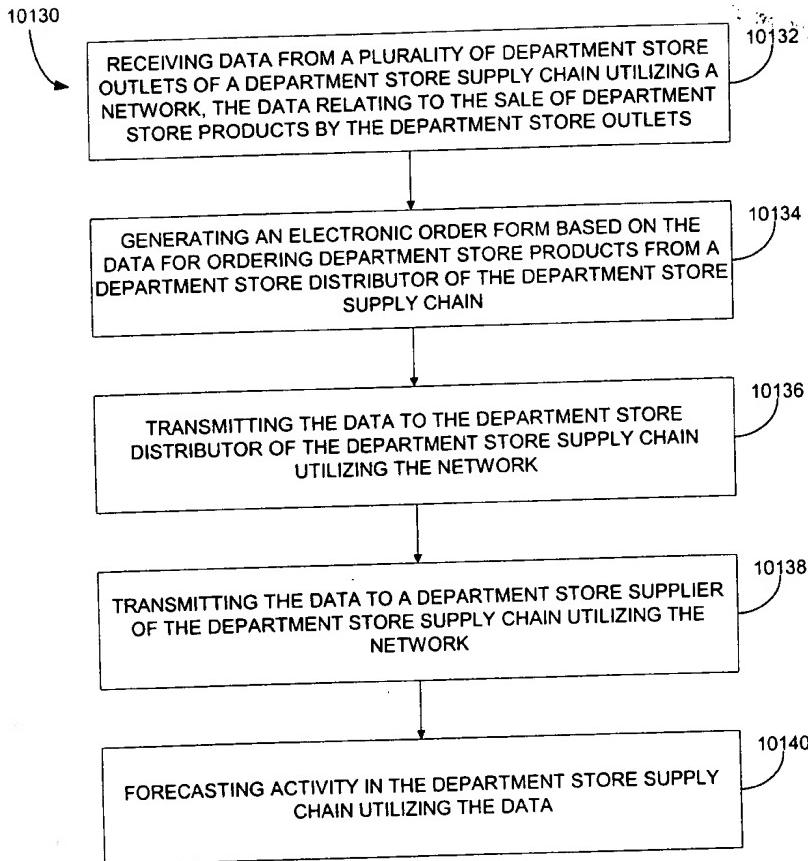


FIG. 101

10230
10232
10234
10236
10238
10240

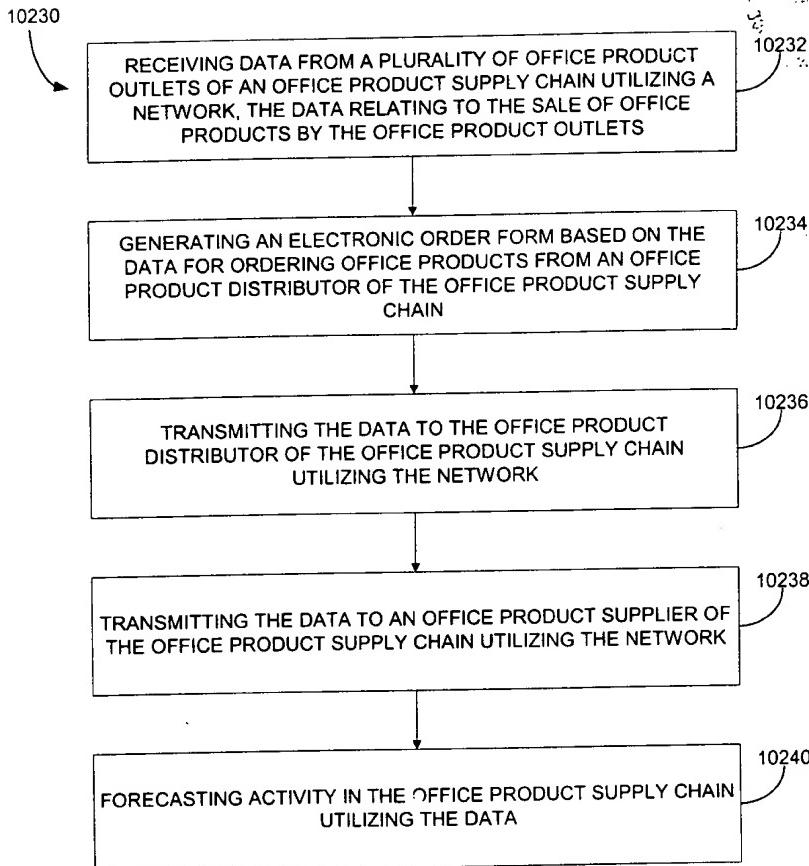


FIG. 102A

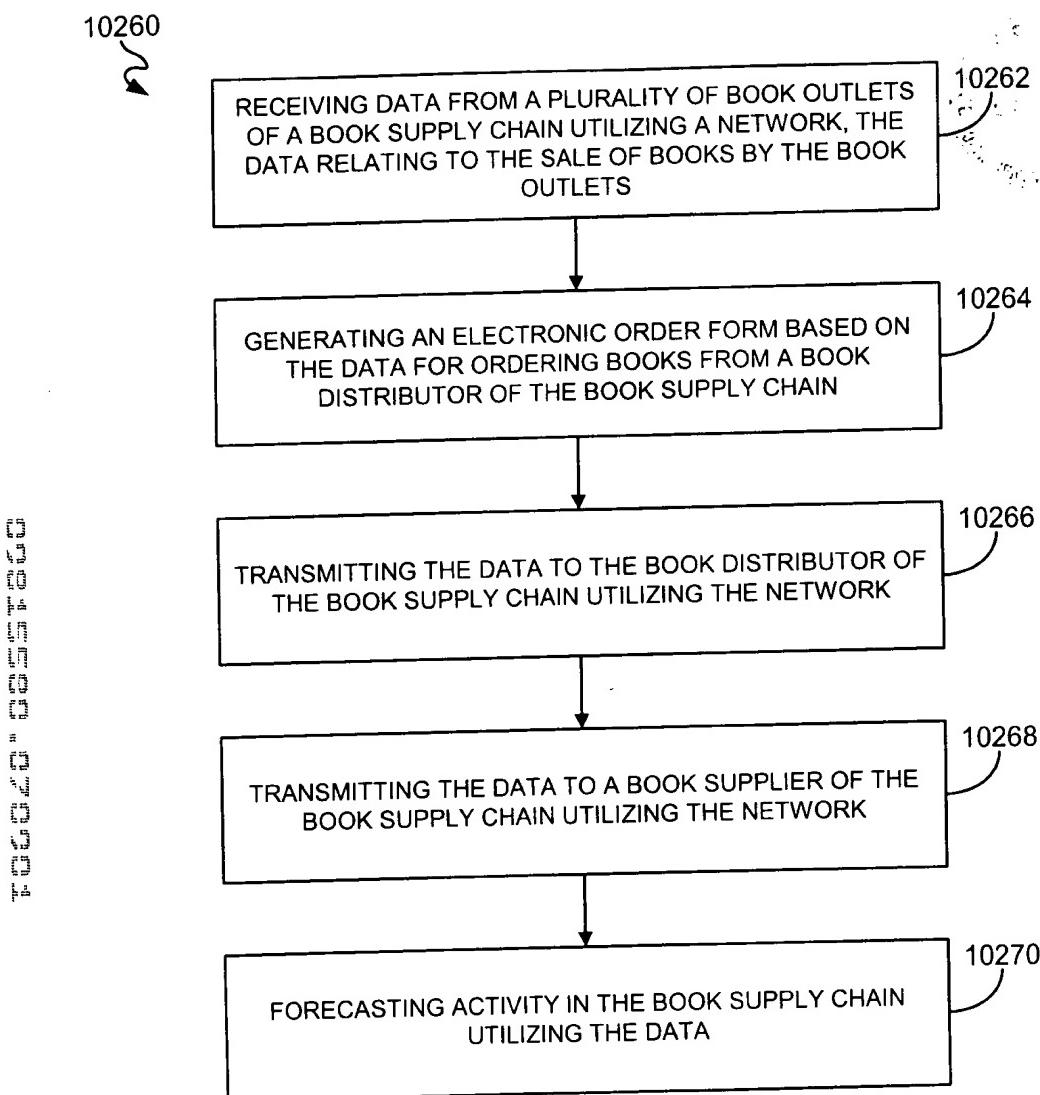


FIG. 102B

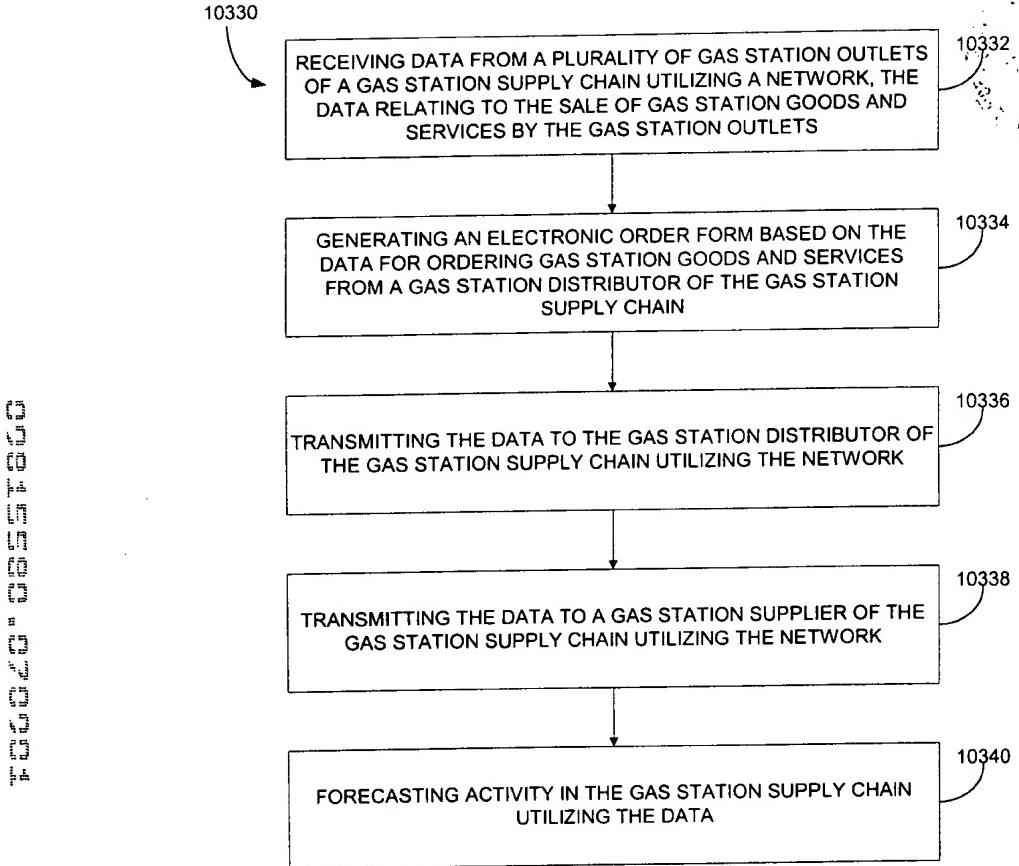


FIG. 103

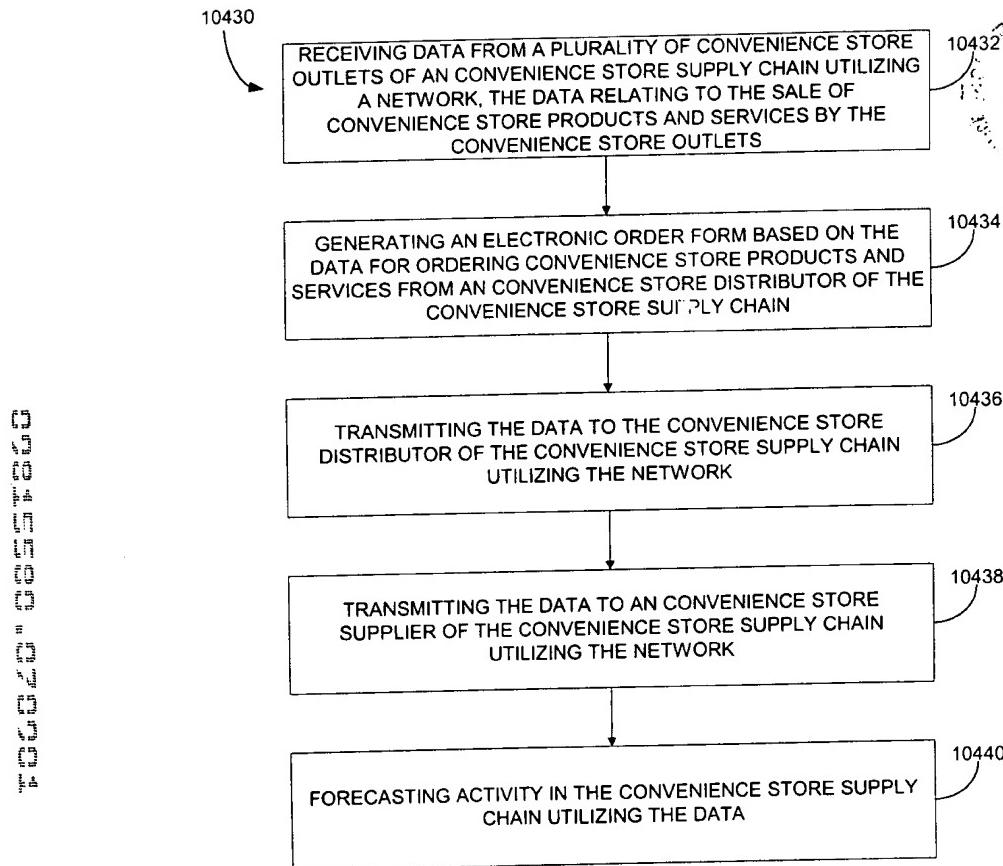


FIG. 104A

TOYS = CONCEPTS

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF
A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

10461

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR
OF THE TOY SUPPLY CHAIN

10464

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF
THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

10466

TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY
SUPPLY CHAIN UTILIZING THE NETWORK

10468

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN
UTILIZING THE DATA

10470

FIG. 104B

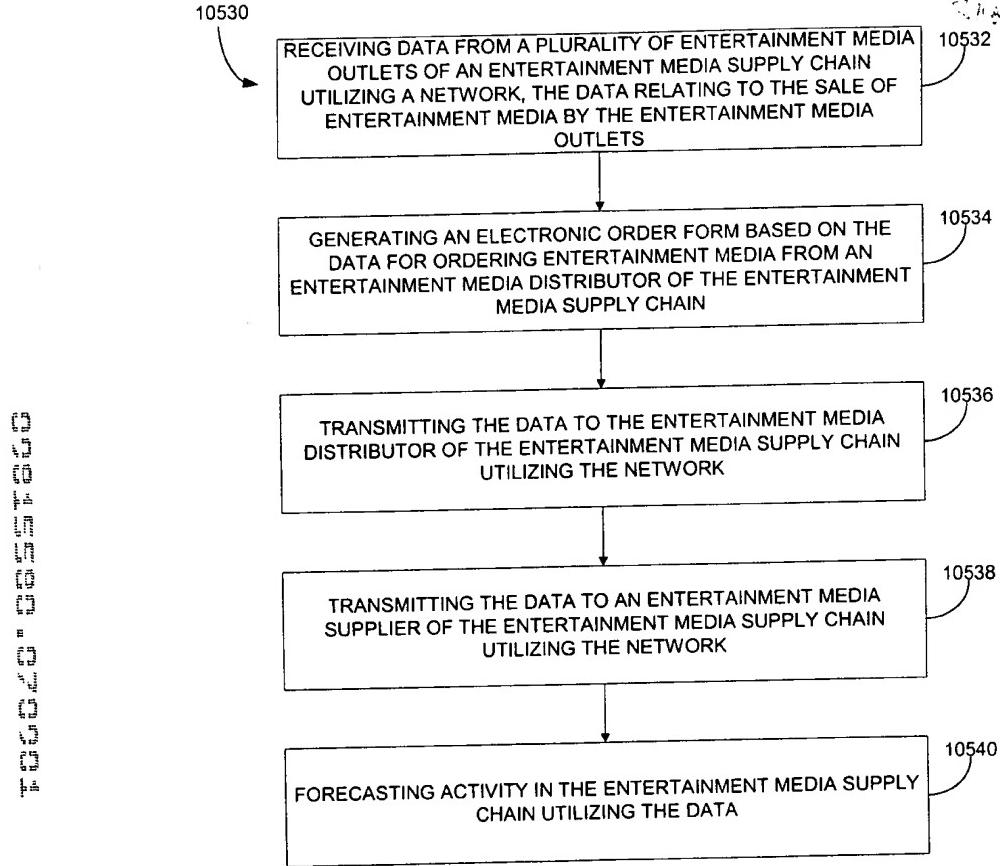


FIG. 105

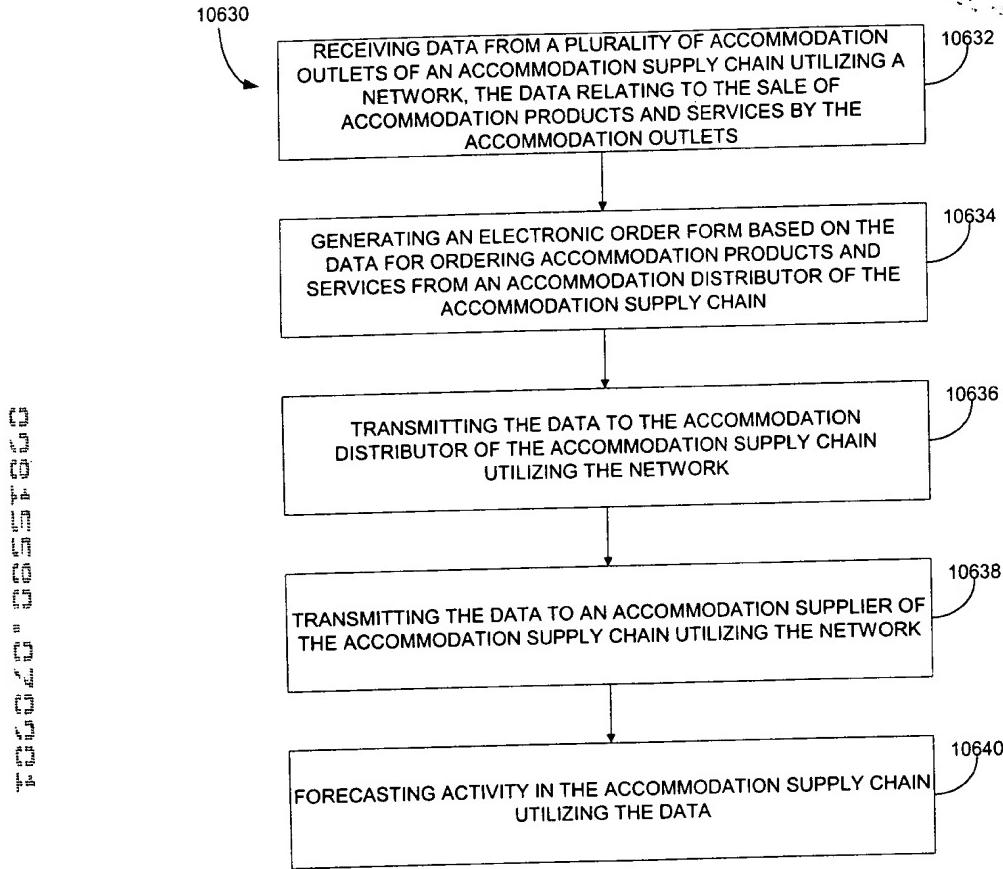


FIG. 106

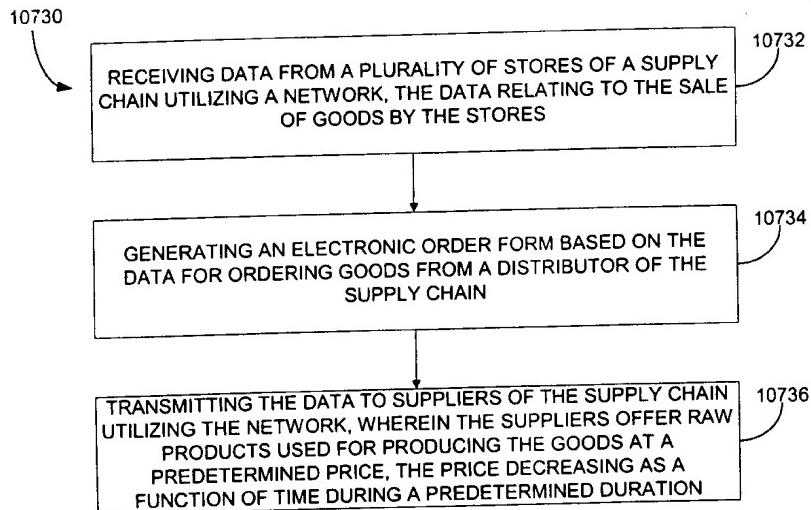


FIG. 107

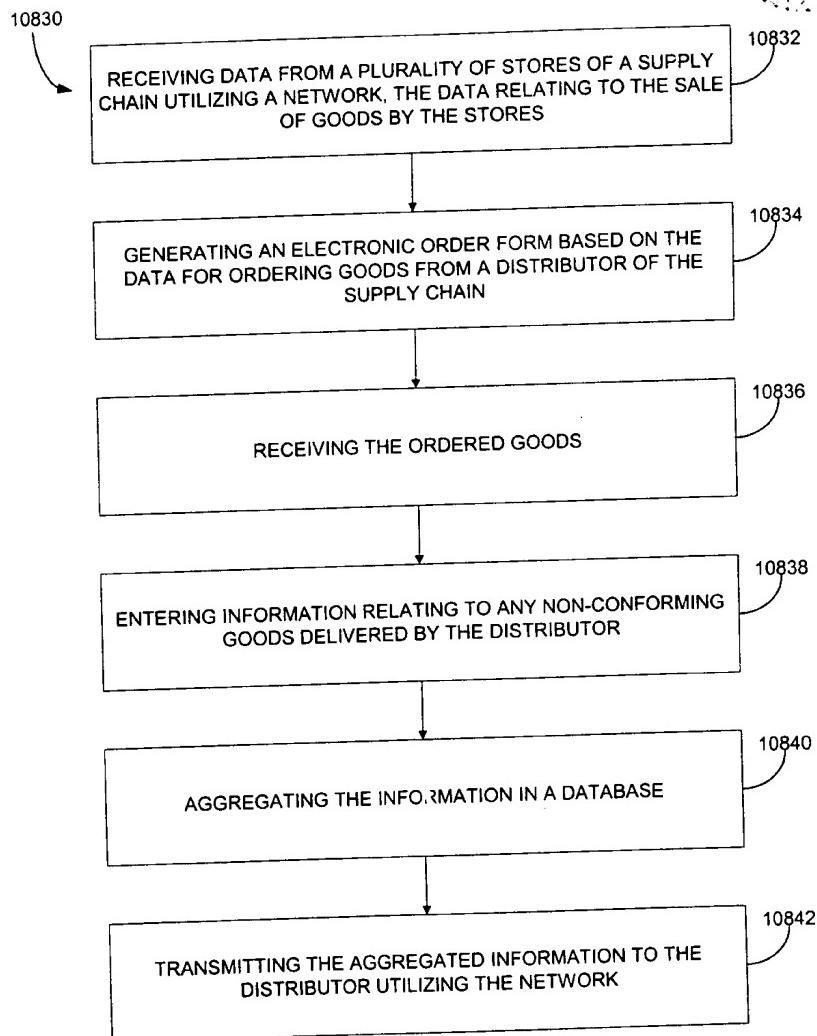


FIG. 108

TOP SECRET//COMINT

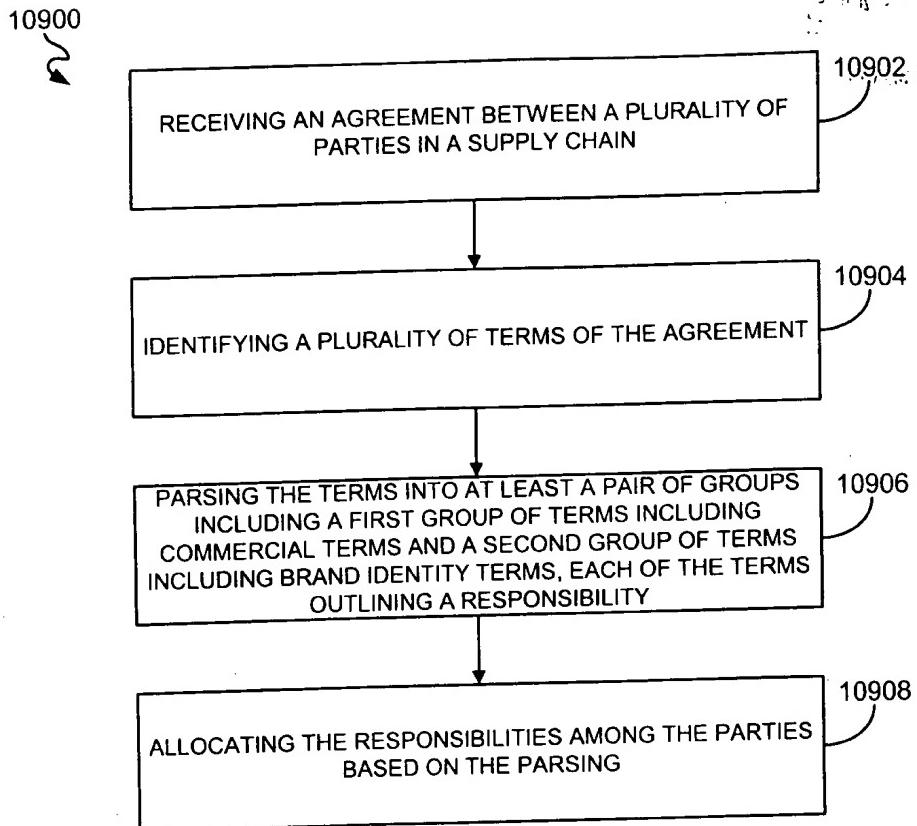


FIG. 109

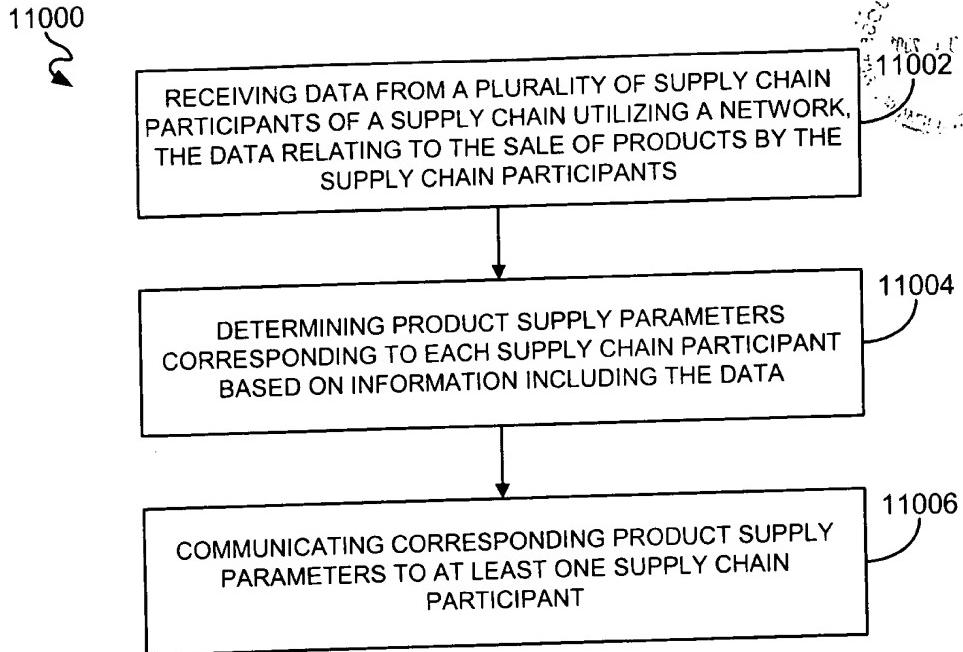


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

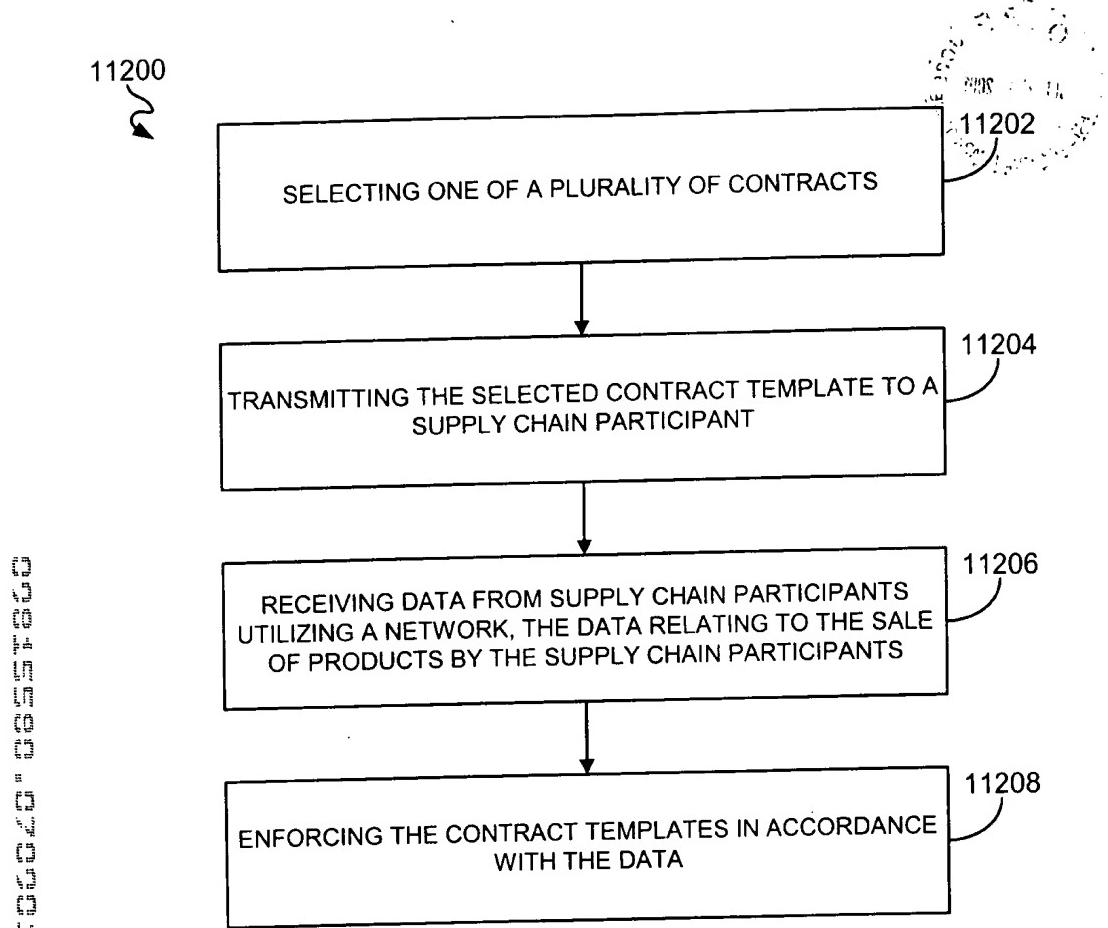


FIG. 112

00012200-0000
00012200-0000

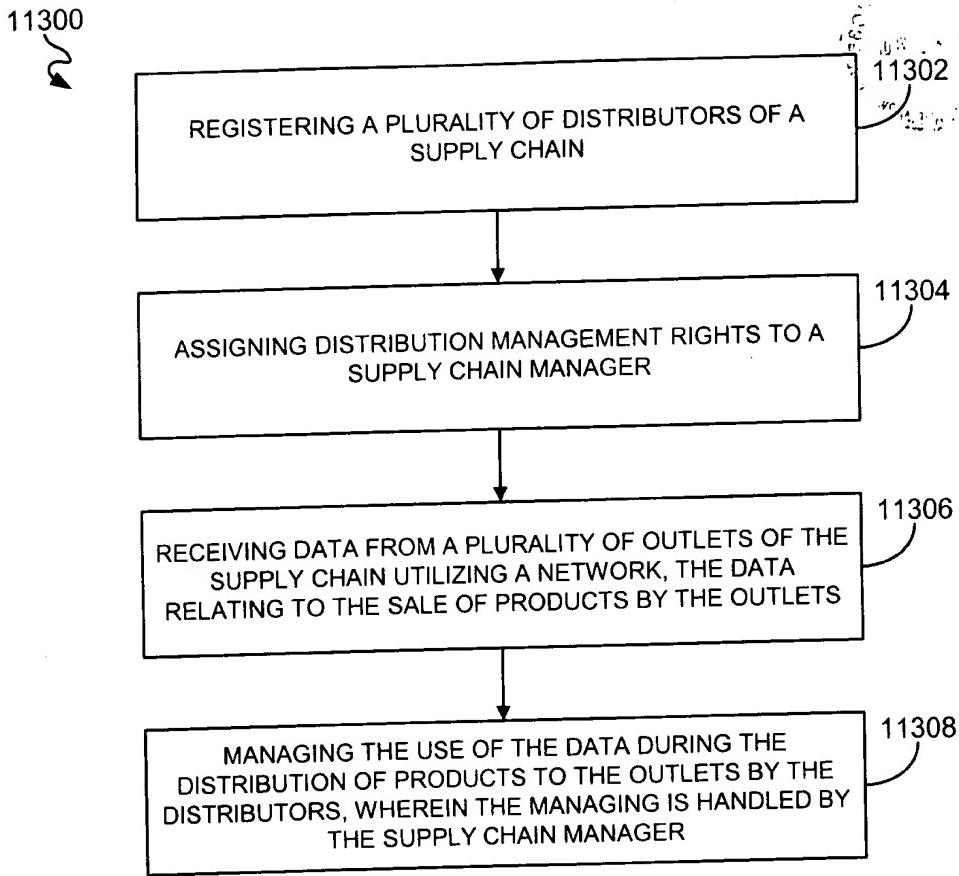
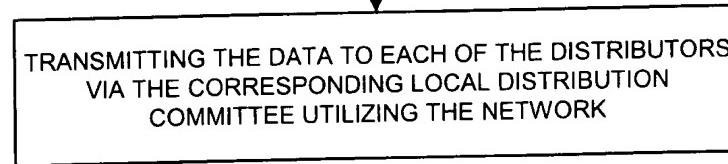
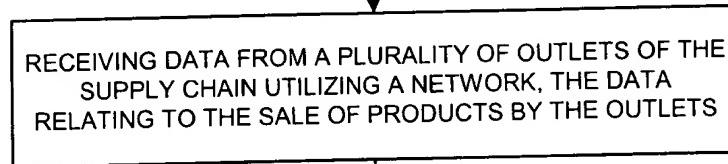
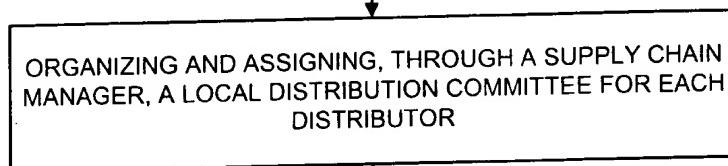
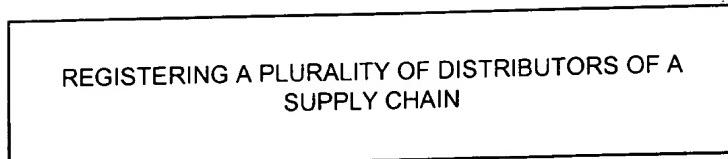


FIG. 113

11400



11402

11404

11406

11408

FIG. 114

11500
11502
11504
11506
11508
11510
11512

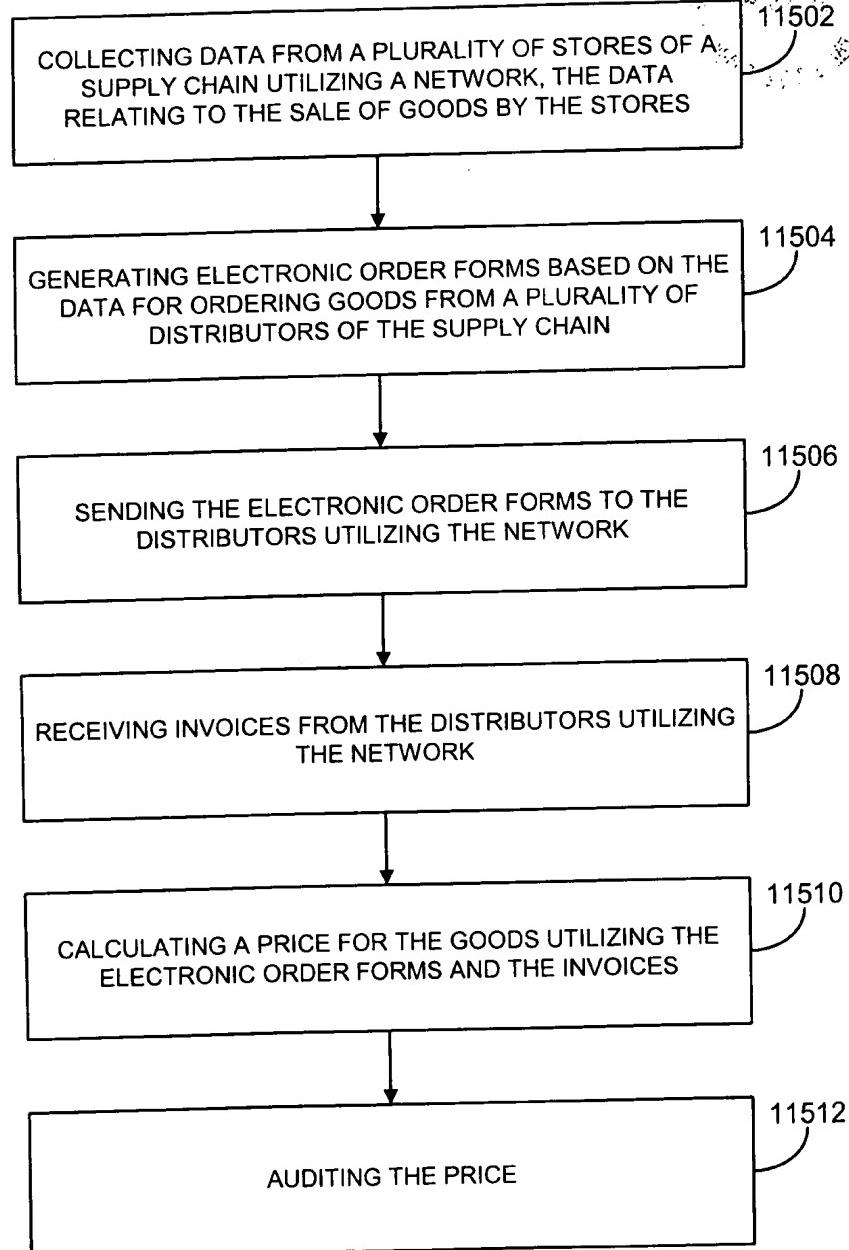


FIG. 115

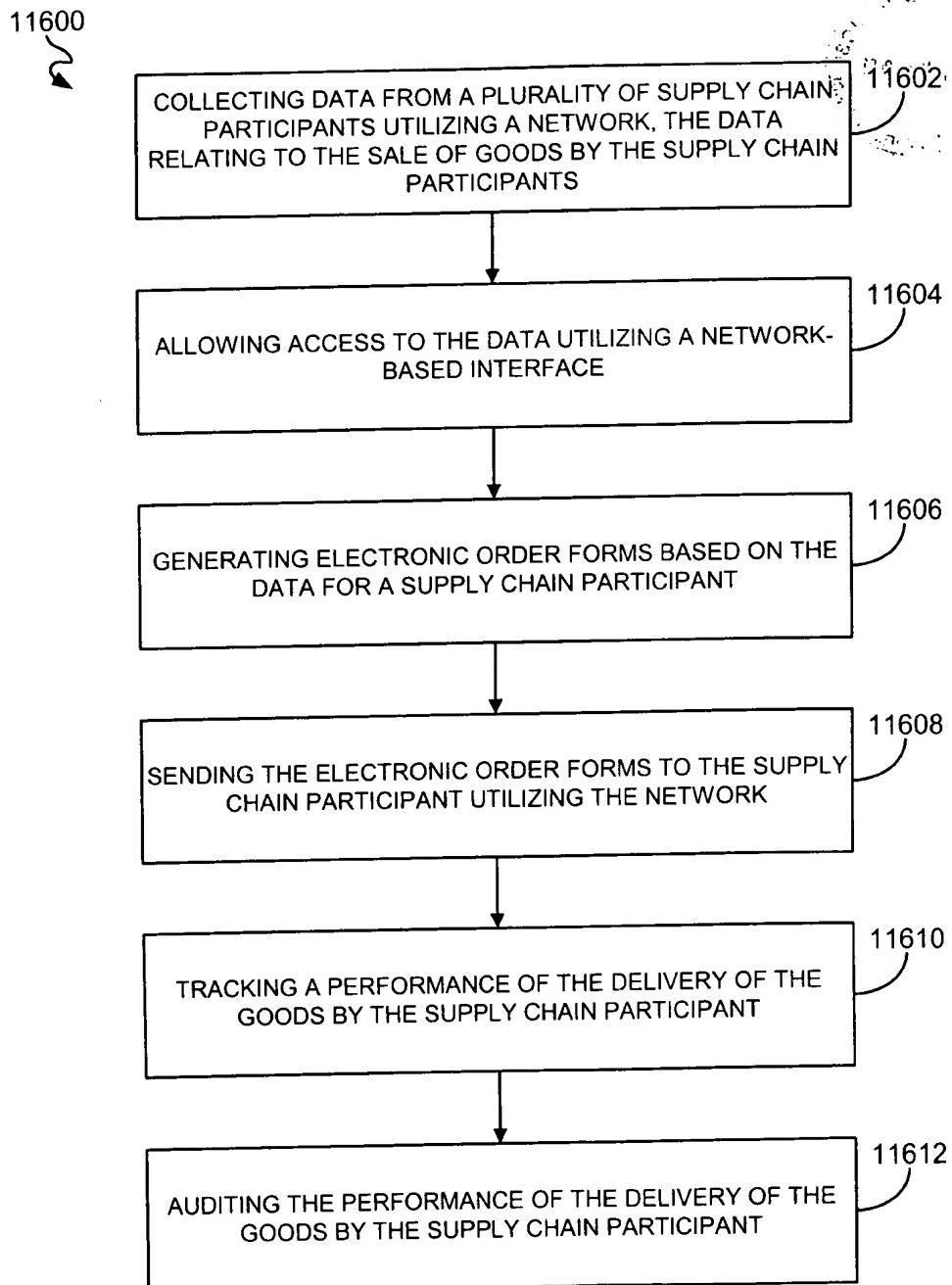


FIG. 116

11700
11702
11704
11706
11708

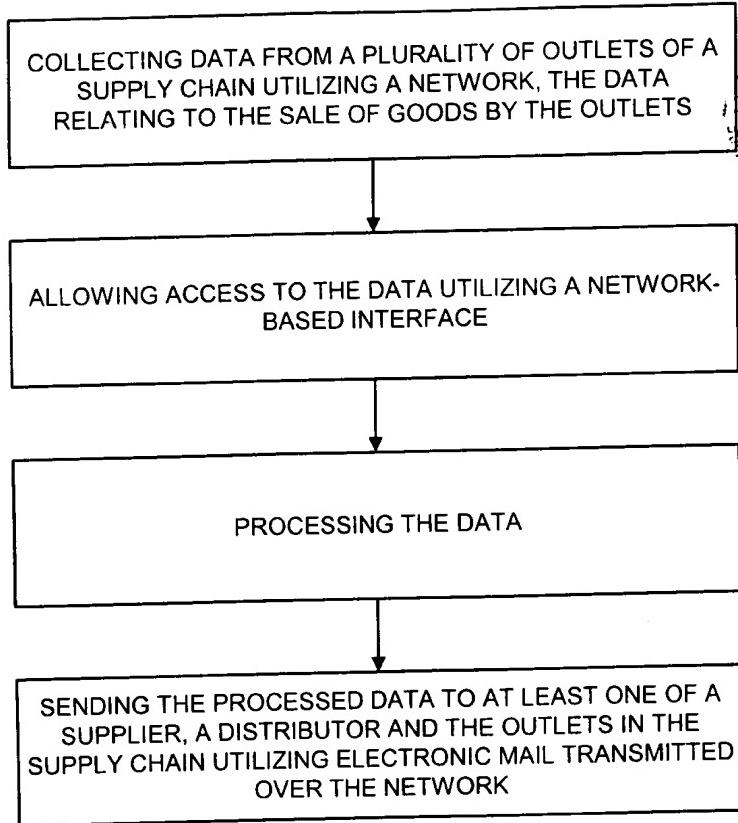


FIG. 117

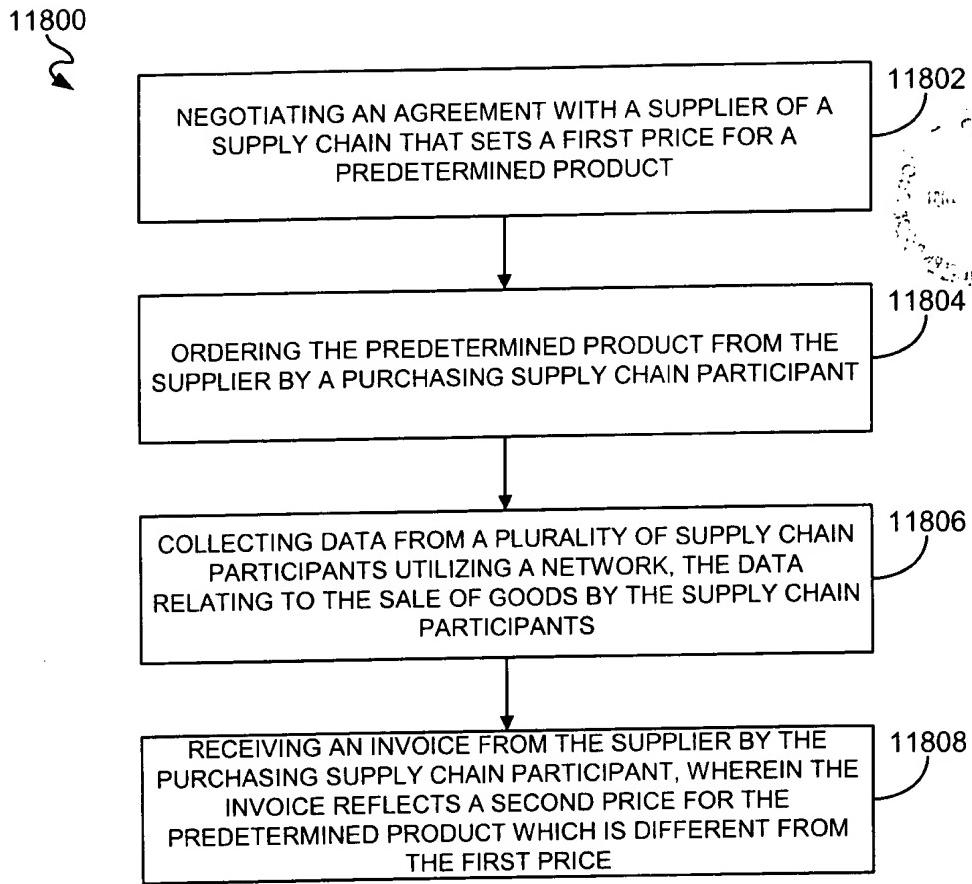


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

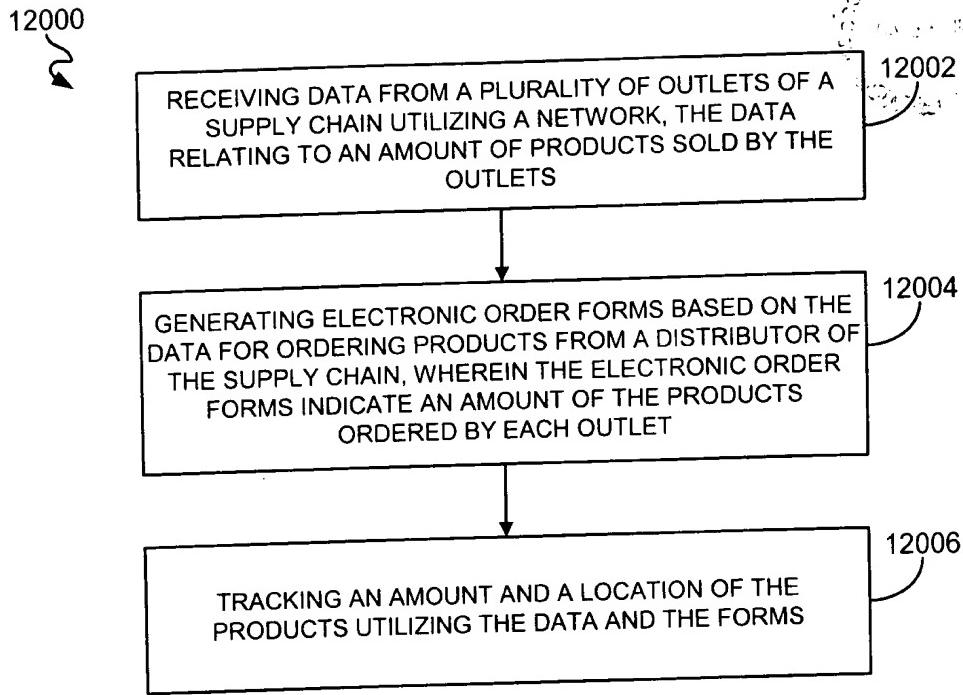


FIG. 120

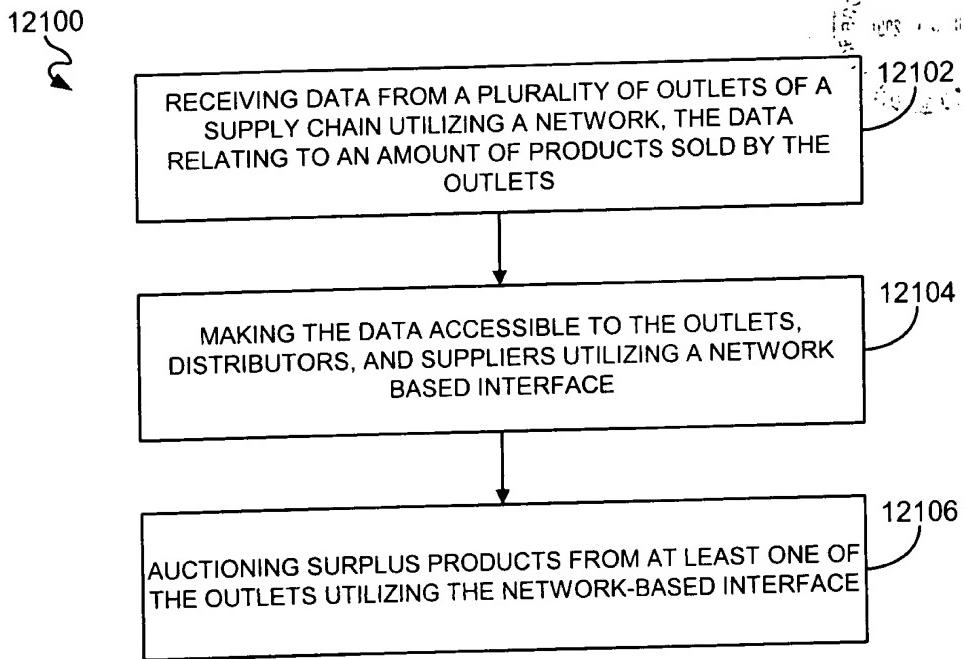


FIG. 121

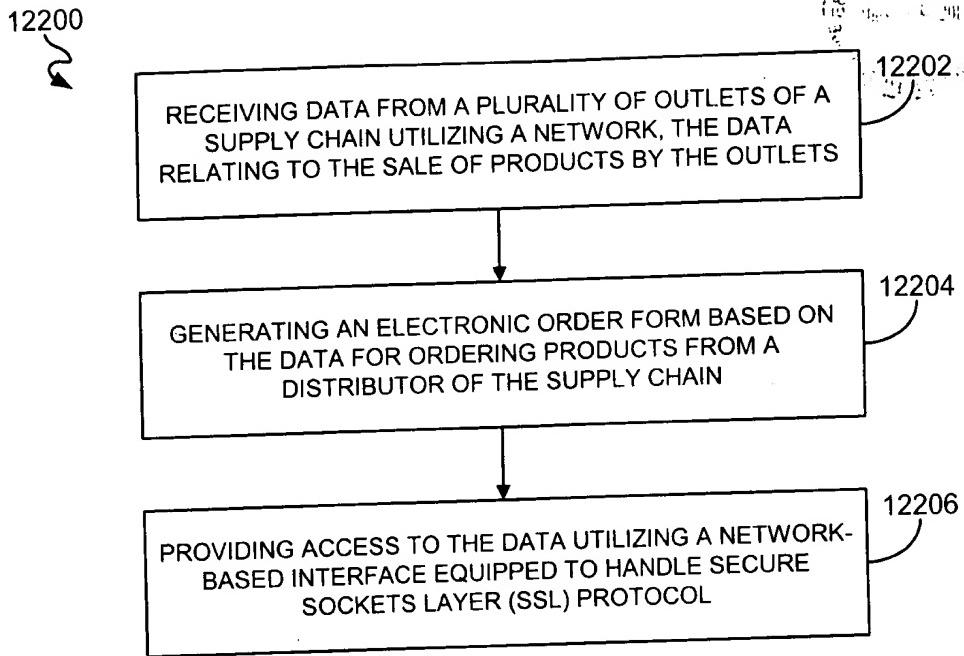
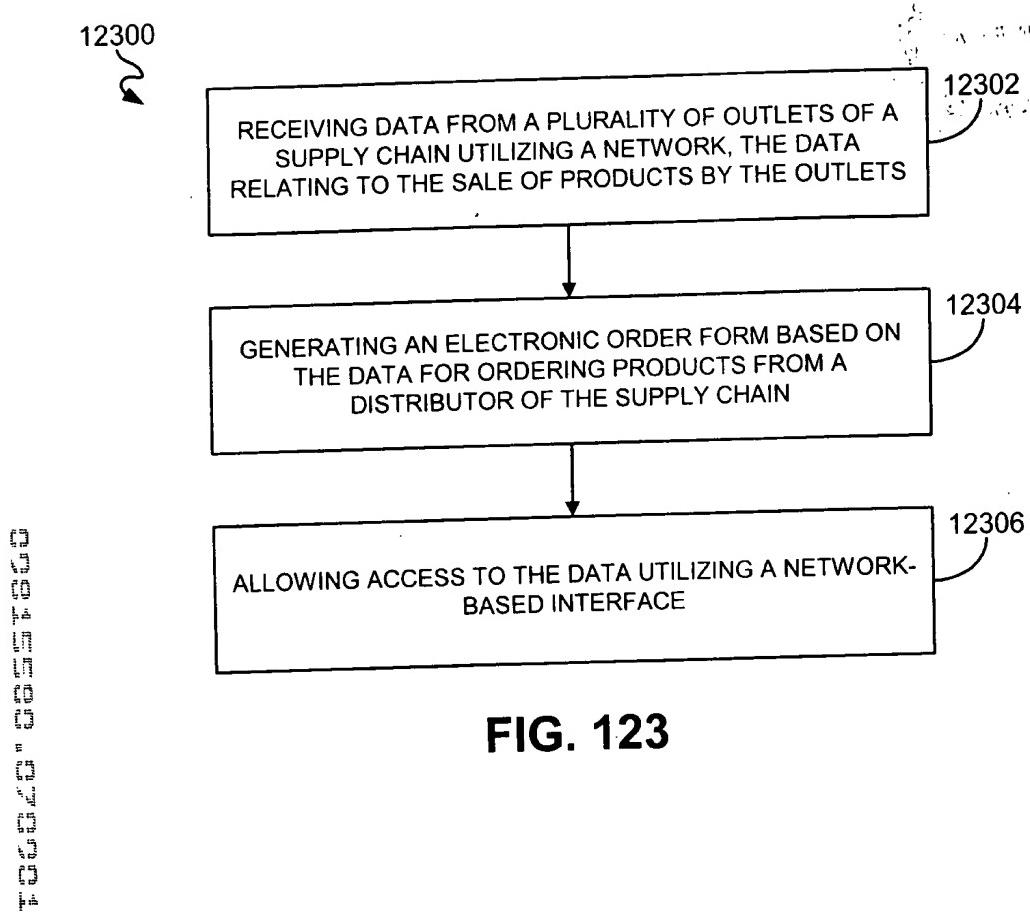


FIG. 122



TECHNICAL FIELD

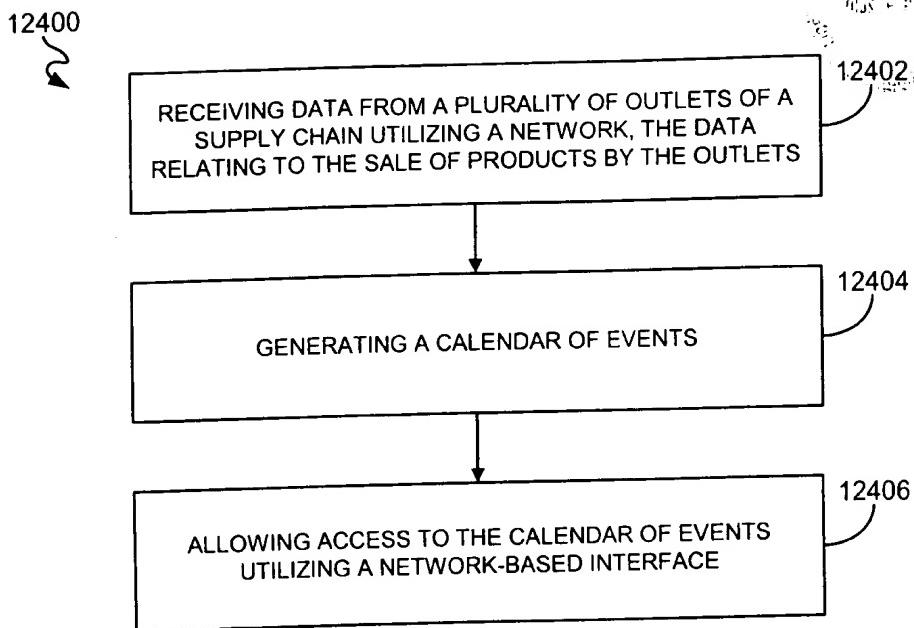


FIG. 124

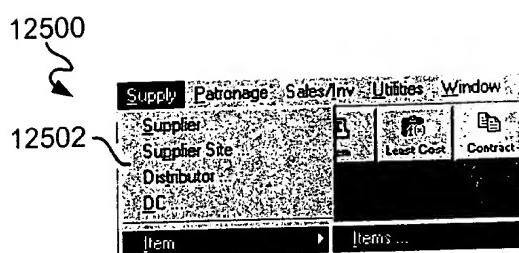


FIG. 125

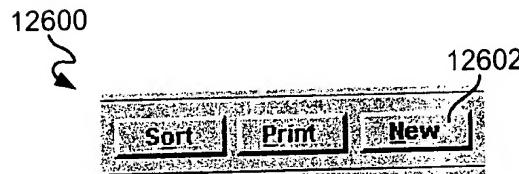


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

12800
12800

12800
12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:	Item No:
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Items per Case:	5000
Innerpack Content:	5/1000
Item Size:	
Case Length:	
Case Width:	
Case Depth:	
Case Dimension U/M:	INCH(S)
Item Cube:	0.95 CUBIC FEET
Item Shelf Life:	
Line Qty:	
High Qty:	
Cases Per Pallet:	
Stacking Allowed:	
Universal Product Code:	
Cases Per Truckload:	1350
Net Weight:	39.00
Gross Weight:	39.00
Weight U/M:	POUND(S)
BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: FOB Shipping Point

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 16 FOB Shipping Point

Name: AMERISERVE-FARMINGDALE, NY Railroad Name:

Status: Active Rail Sidings:

FIG. 132

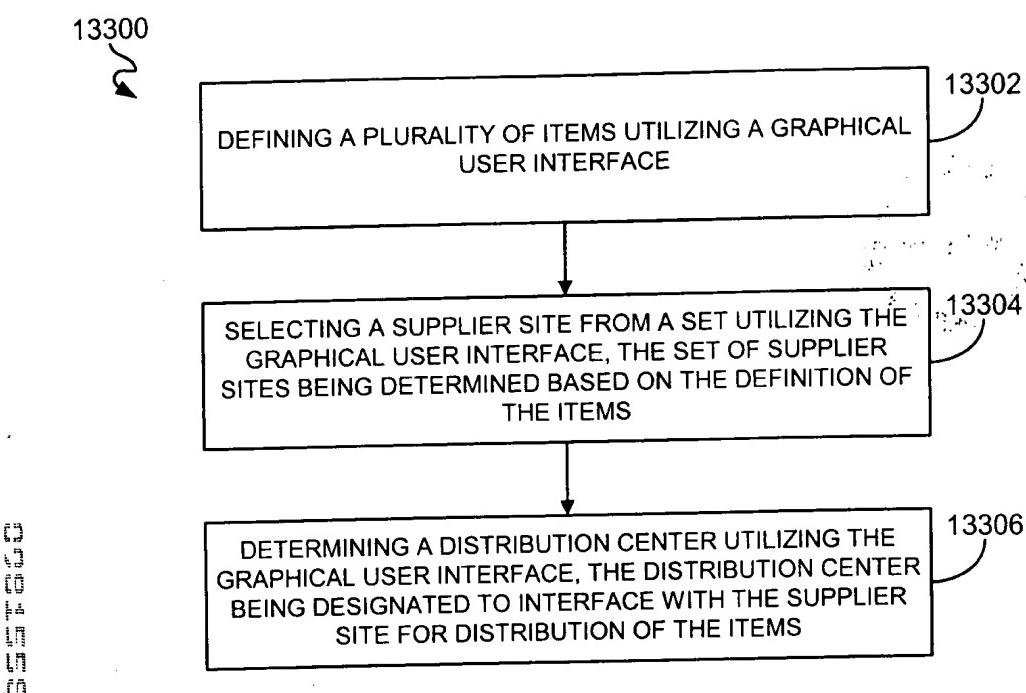


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER, DELUXE Begin: 7/1/96 End: 9/1/96 Final

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

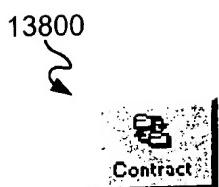


FIG. 138

13900

Min Ord	UM	Ship	D Inv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140



FIG. 142

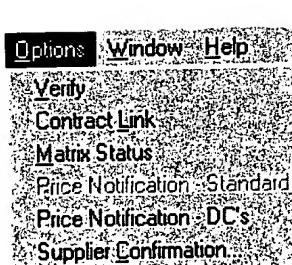


FIG. 141

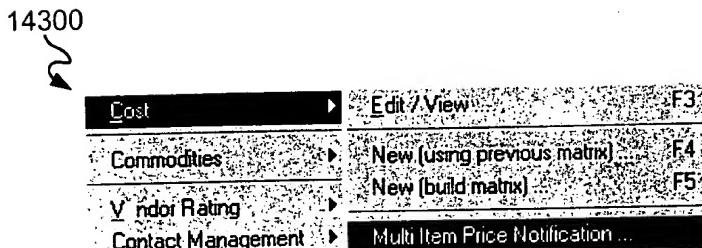


FIG. 143

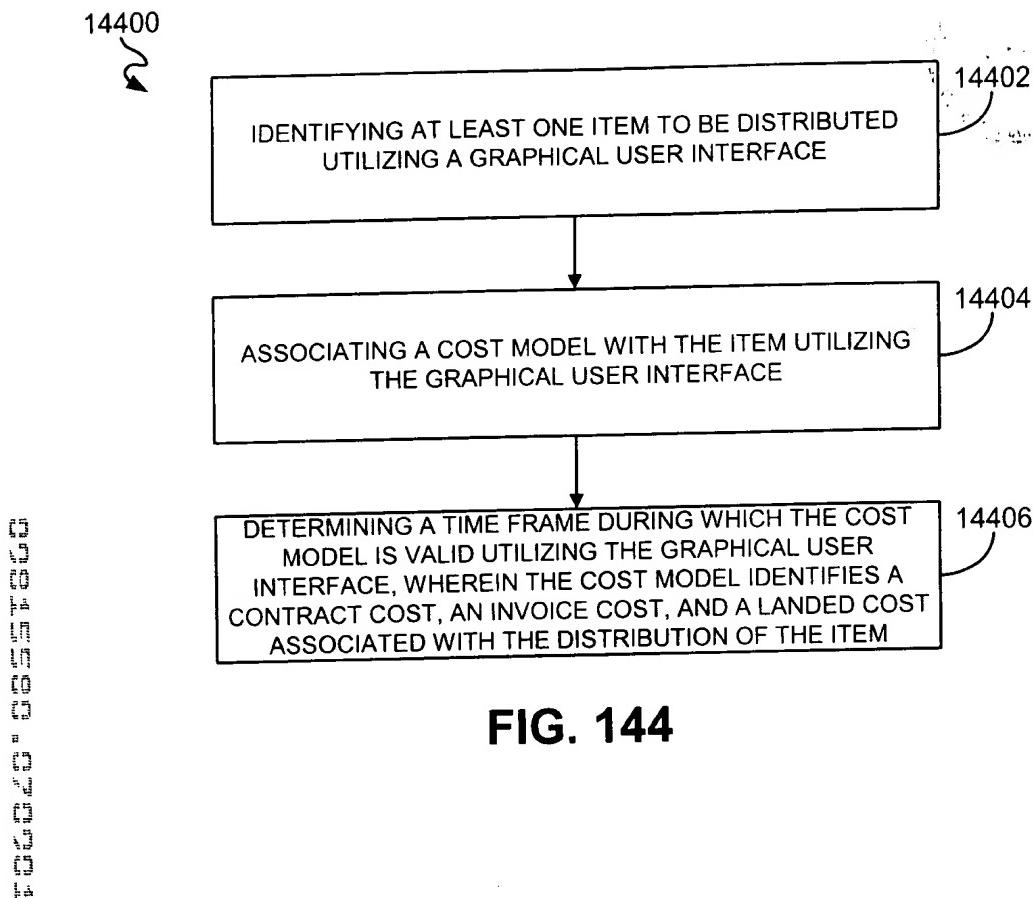


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

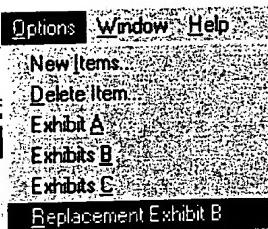
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	8/1/98	2/24/08	No Date
BEEF-WHOPPER 4.0 OZ.	8/1/98	2/24/08	No Date
BEEF-WHOPPER JR 2.8 OZ	8/1/98	2/24/08	No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152

PROCESSED DOCUMENTS

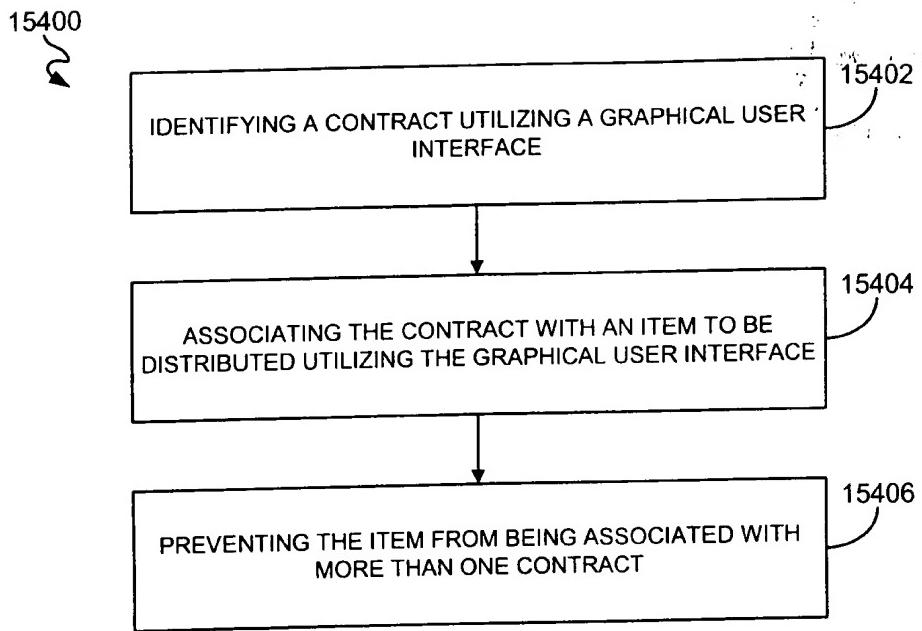


FIG. 154

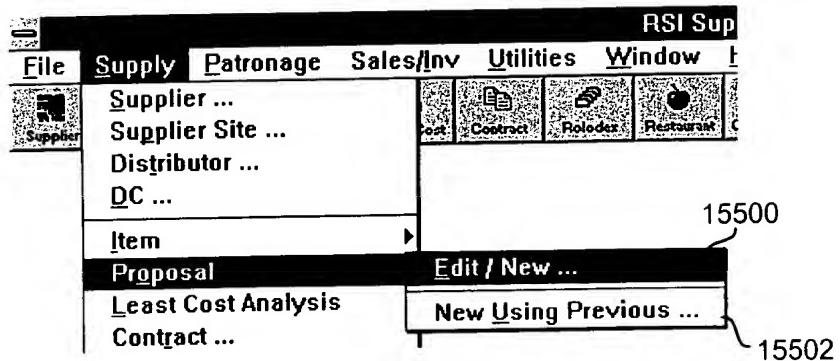


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCS	FOB Price	DC/Rest	Usage	Templates	View Bid
Proposal Information								
Proposal ID:	1021						Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids							
Buyer Name:	Dennis Clabby						Contract Begin Date:	07/01/97
Contract End Date:	06/30/98							
Actions								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to VInCup.						

FIG. 156

15700



FIG. 157

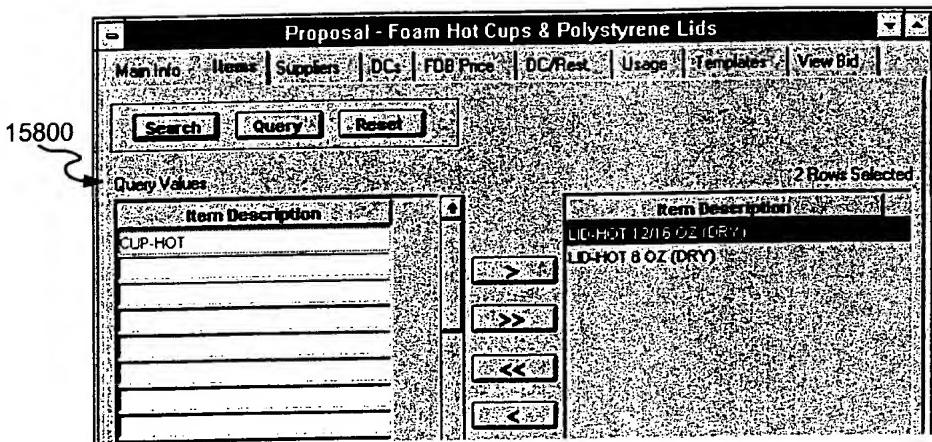


FIG. 158

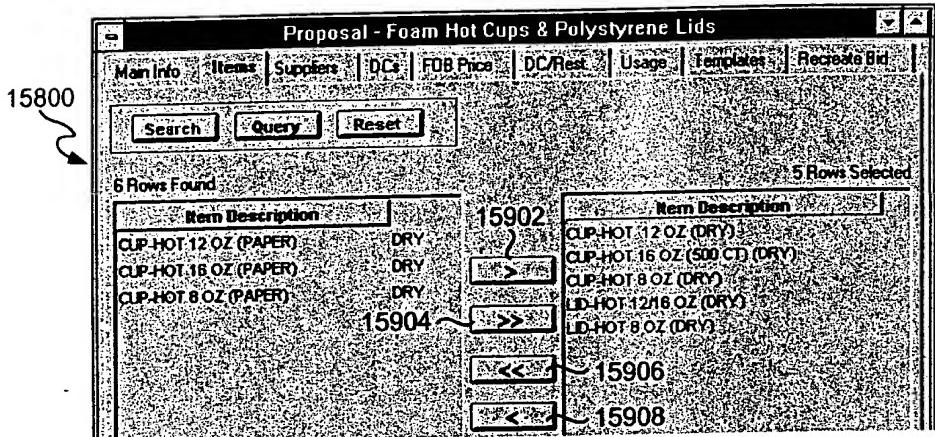


FIG. 159

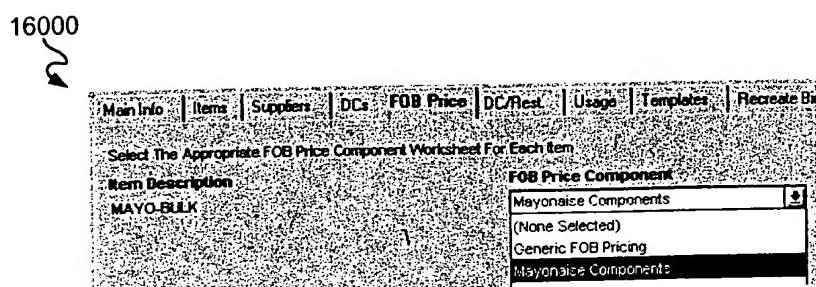


FIG. 160

16100



Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Coug Factor	Avg. # RM	DC Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	12	80.00%	5.46	5.00%	37

FIG. 161

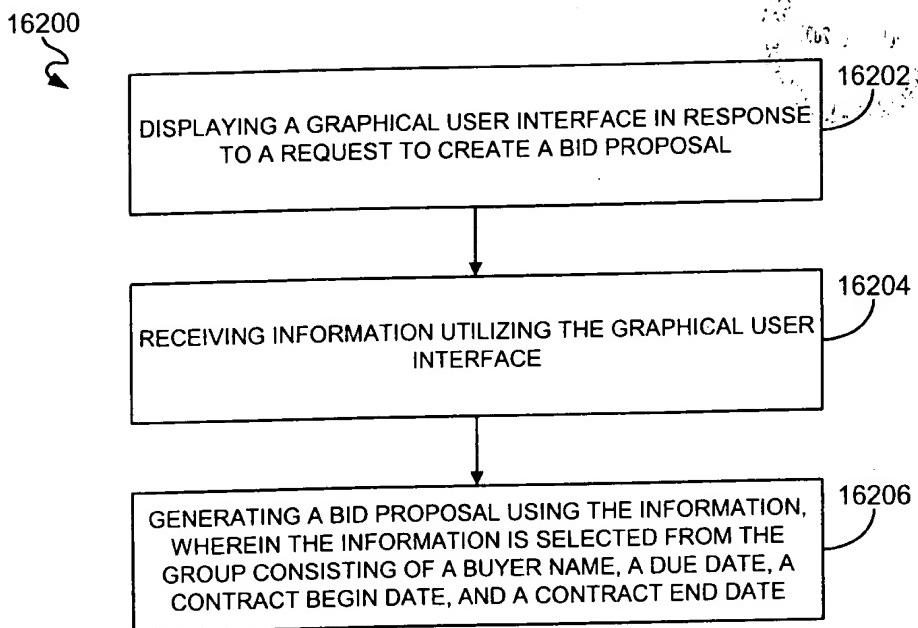


FIG. 162

16300
16400

16300



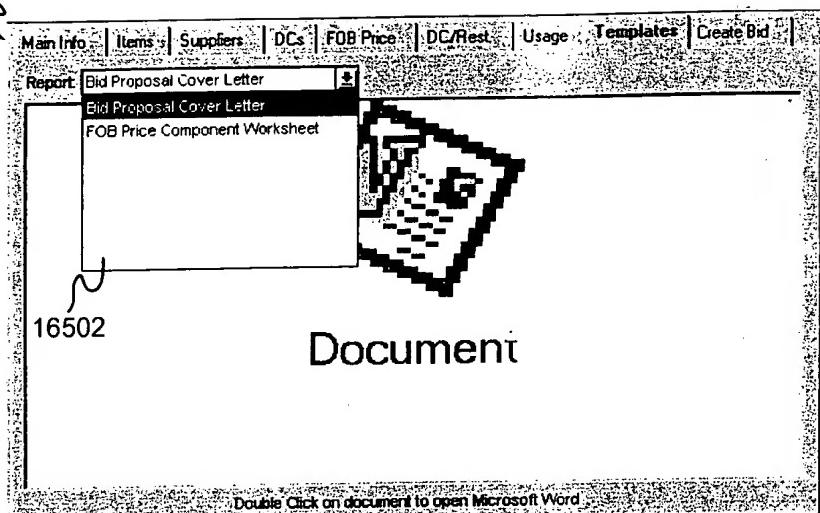
FIG. 163

16400

	Supply	MS	Editable
		Word	Y/N
Bid Proposal/Cover Letter			N
General Terms and Conditions			N
Usage Estimates			N
Supplier Facility Worksheets			N
Item Information Worksheets			N
Sample Supply Agreement			N
BK Specification Request			N
FOB Price Component			Y
Truckload Freight Worksheet			N
LTL Freight Worksheet			N

FIG. 164

16500



Document

FIG. 165

16600

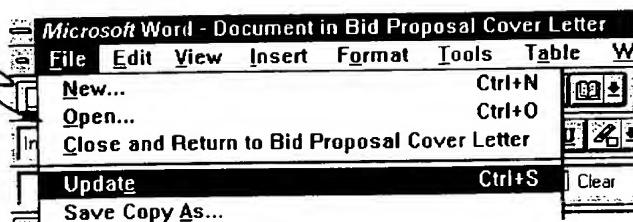


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid | Bid Proposal Sent

Bid Proposal Will Include Checked Documents	
General	<input checked="" type="checkbox"/>
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
Sample Supply Agreement	<input checked="" type="checkbox"/>
DK Specification Request	<input checked="" type="checkbox"/>
Cost	
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
Truckload Freight Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>
Blank Sheets	
Supplier Facility Worksheet	<input checked="" type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
FOB Price Component Worksheet	<input checked="" type="checkbox"/>
Truckload Freight Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input checked="" type="checkbox"/>

LTL Freight Worksheet will be printed by system if necessary.

FIG. 167

16800



FIG. 168

16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	Bid Proposal Cover Letter	<input checked="" type="checkbox"/>
	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
	General Terms & Conditions	<input checked="" type="checkbox"/>
	Item Information Worksheet	<input checked="" type="checkbox"/>
	LTL Freight Worksheet	<input checked="" type="checkbox"/>
	Sample Supply Agreement	<input checked="" type="checkbox"/>
	Supplier Facility Worksheet	<input checked="" type="checkbox"/>

**Restaurant Services, Inc.
Item Information Worksheet**

ATTY
DS

FIG. 169

17000



FIG. 170

17100



FIG. 171

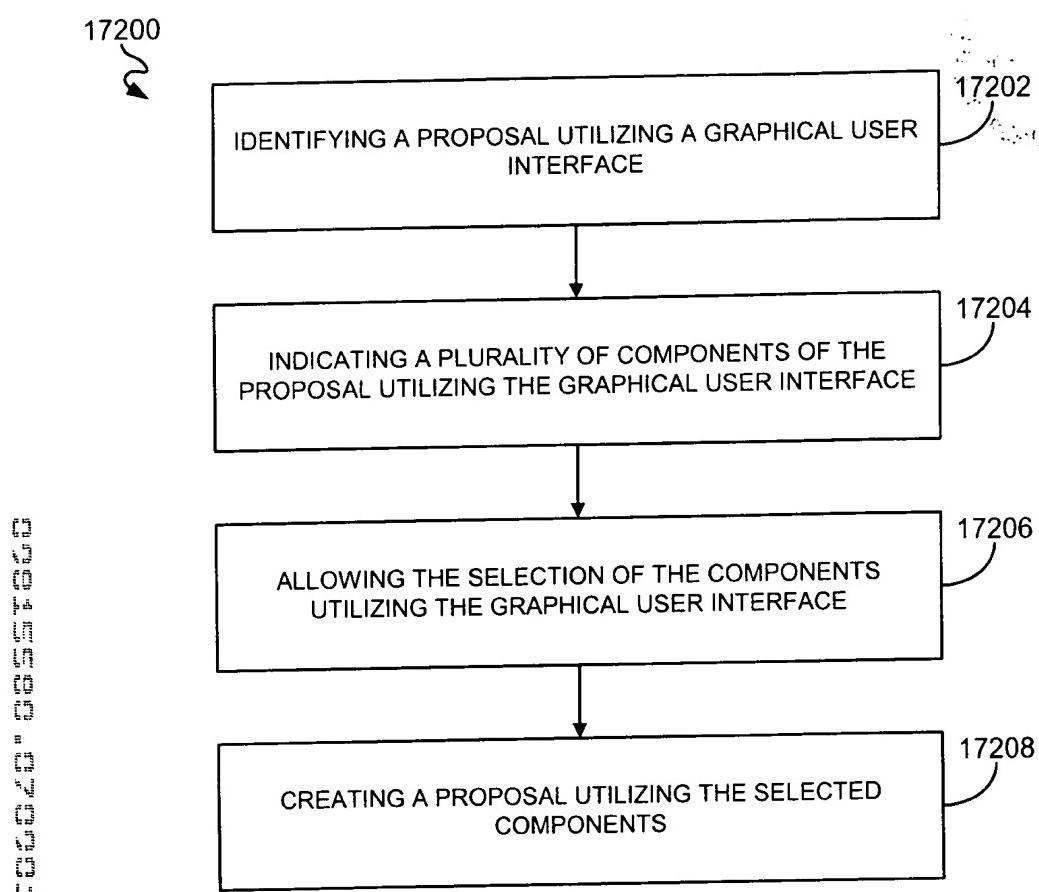


FIG. 172

17300



FIG. 173

17400

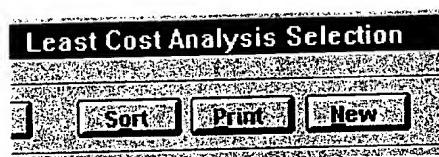


FIG. 174

17500

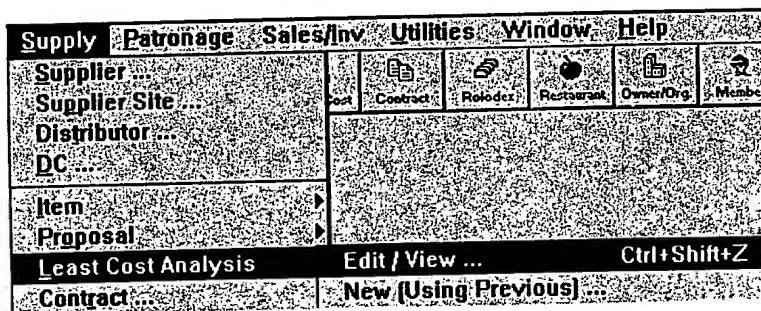


FIG. 175

17600

Bid Proposal Name:	(None)
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

FIG. 176

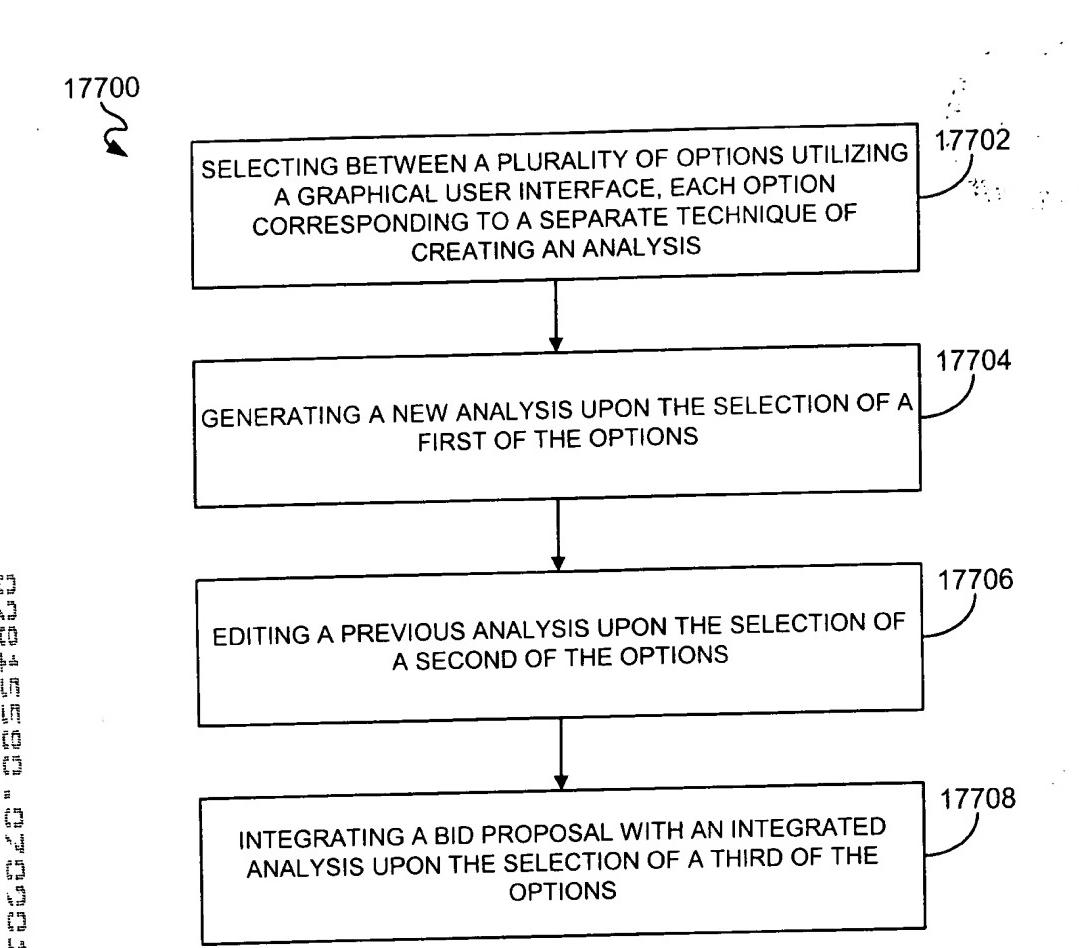


FIG. 177

17800

Analysis Name:	Hash Brown Actual
Analysis ID:	1036
Buyer:	Dennis Clabby
Period of Agreement:	10/1/97 - THRU 8/30/98
Unit Of Measure:	CASE(S)

FIG. 178

17900

Version (1) of (9)	Base version
What is the max # of FOB points to allocate to each DC ?	One FOB
What is pricing method for this version ?	FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000
Override RDC Truckload Validation ?	No
Solution Strategy:	Standard
Last Revision:	9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

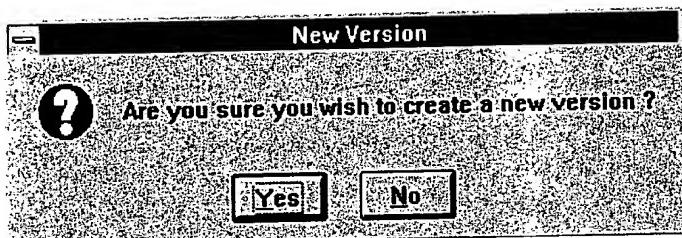


FIG. 181

00000000000000000000000000000000

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

FIG. 182

18300

Query Values	
	Supplier FOB
<input type="button" value="Search"/>	DOP
<input type="button" value="Query"/>	
<input type="button" value="Reset"/>	
7 Rows Selected	
Supplier FOB	
DOPACO-DOWNTOWN, PA	
DOPACO-KINSTON, NC	
DOPACO-ST. CHARLES, IL	
DOPACO-STOCKTON, CA	
IMPERIAL BONDWARE-SHELBYVILLE, IL	

18302

FIG. 183

18400

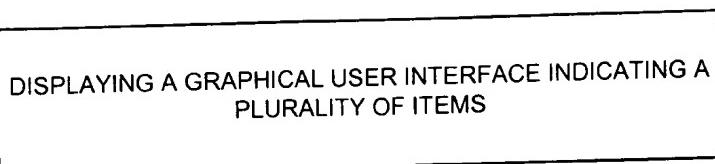
Item Description	Conv. Factor
FRIES COATED (FRZN)	36

18402

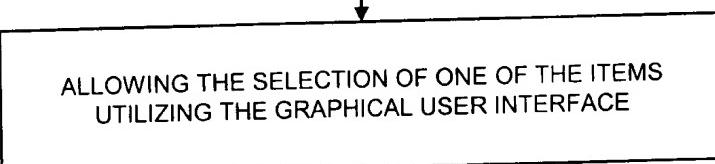
FIG. 184

ପ୍ରକାଶକ ପତ୍ର ପରିଚୟ

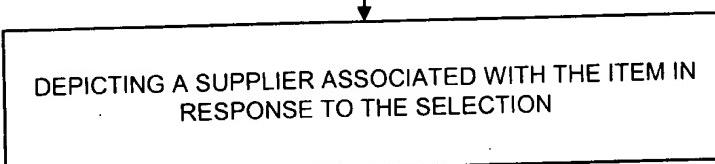
18500



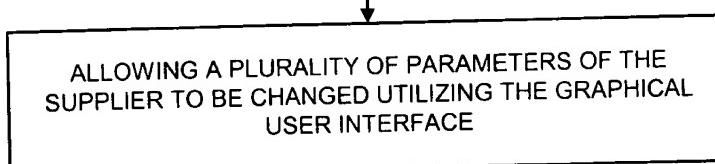
18502



18504



18506



18508

FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA
Supplier Item Desc: 16 OZ COLD CUP	Item No: CP2942
Items per Case: 1200	Tie Qty: 6
Innerpack Content: 1200	High Qty: 6
Item Size: 12.5 x 15.125 x 7.75	Cases Per Pallet: 25
Item Shelf Life: 12 months	Stacking Allowed: <input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length: 12.5	Mandatory:
Case Width: 15.125	Case Cube: 3.43 CUBIC FEET
Case Depth: 7.75	Cases Per Truckload: 769
Case UOM: INCHES	Gross Weight: 29.28 POUND(S)
	Net Weight: 27.28 POUND(S)

FIG. 186

18700



FIG. 187

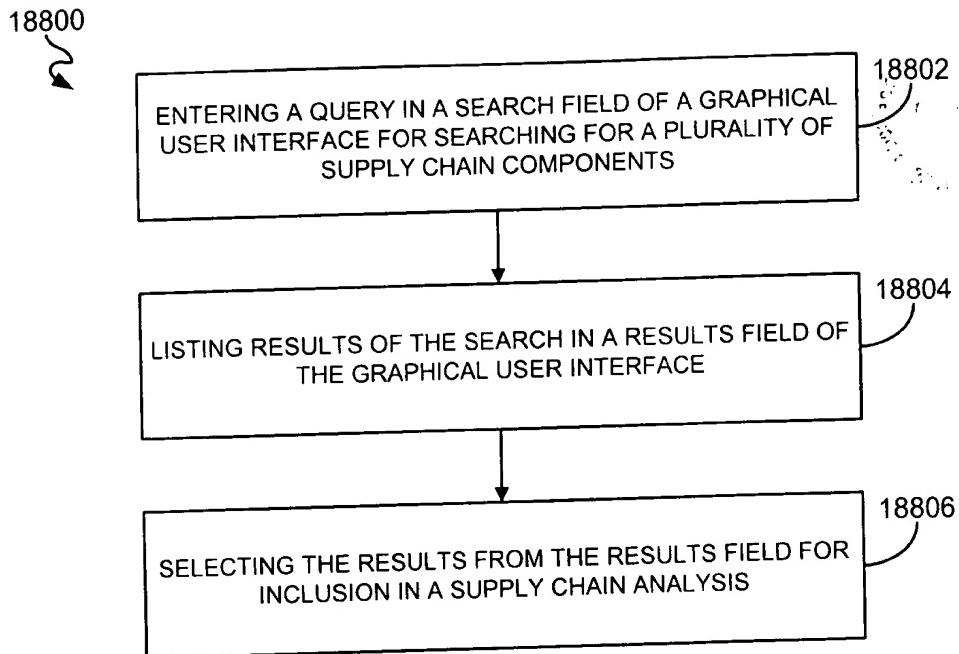


FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS LTD-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS INC-OTHELLO, WA			27,000,000	132,000,000	<input type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSE FOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	
Supplier FOB	Item	Cont FOB # Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF .77%	1.0026 0 3,250,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF .77%	1.0016 1 2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF .77%	1.0010 2 2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000
Supplier FOB	Item	Cont FOB # Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400 0
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400 1
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100 0
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100 1
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200 0
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200 1
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800 0
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800 1

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA/NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WALKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

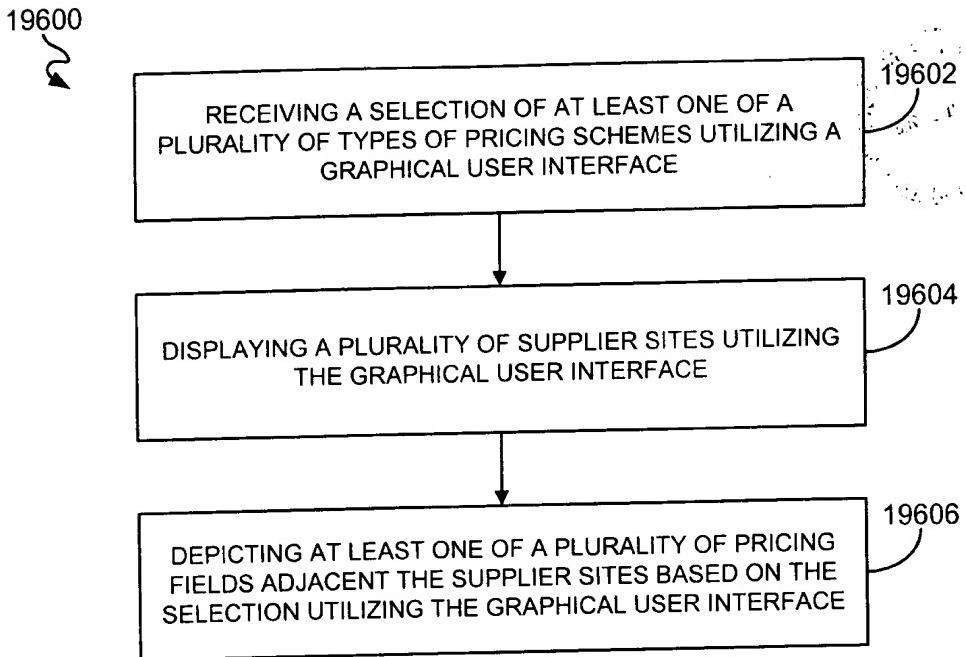


FIG. 196

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Rest. and Growth %	Projected Avg. Rest. Count
AMERISERVE-POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE-POST-DENVER	35	5.00%	37
AMERISERVE-POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA-NE	166	5.00%	174

FIG. 197

19800

Item		Item Growth %		Usage Period		
CHICKEN-PATTY		0.00		09/01/97 to 08/31/98		
Distribution Center	Previous Usage	Projected Rest. Count	Cog. Factor	Avg. # Rm	DC Item Growth	Projected Usage
AMER-OMAMA	44,005	166	99.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWALK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

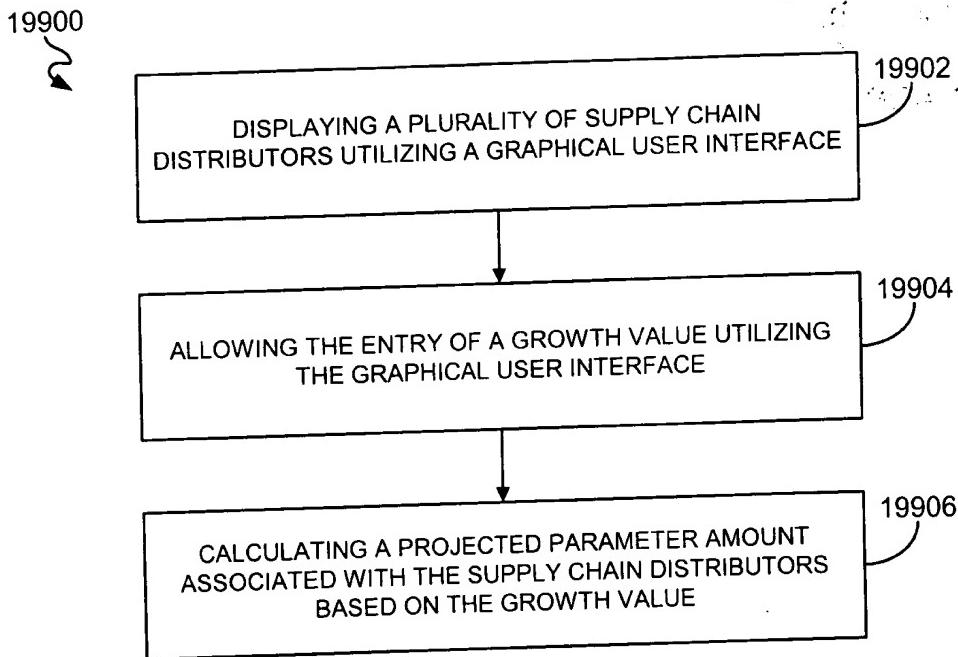


FIG. 199

20000

Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99399
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVEPOST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVEPOST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded

20002

20100

Supplier FOB	Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99399
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Lane Restriction		
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVEPOST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded

FIG. 201

20200

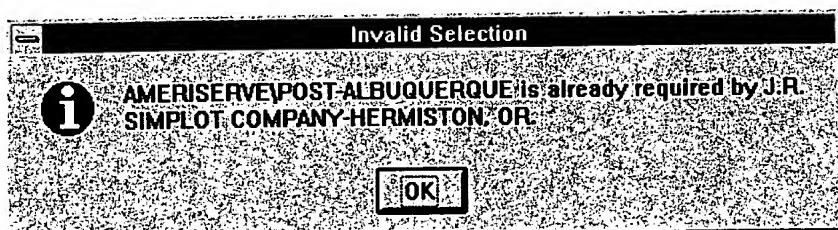


FIG. 202

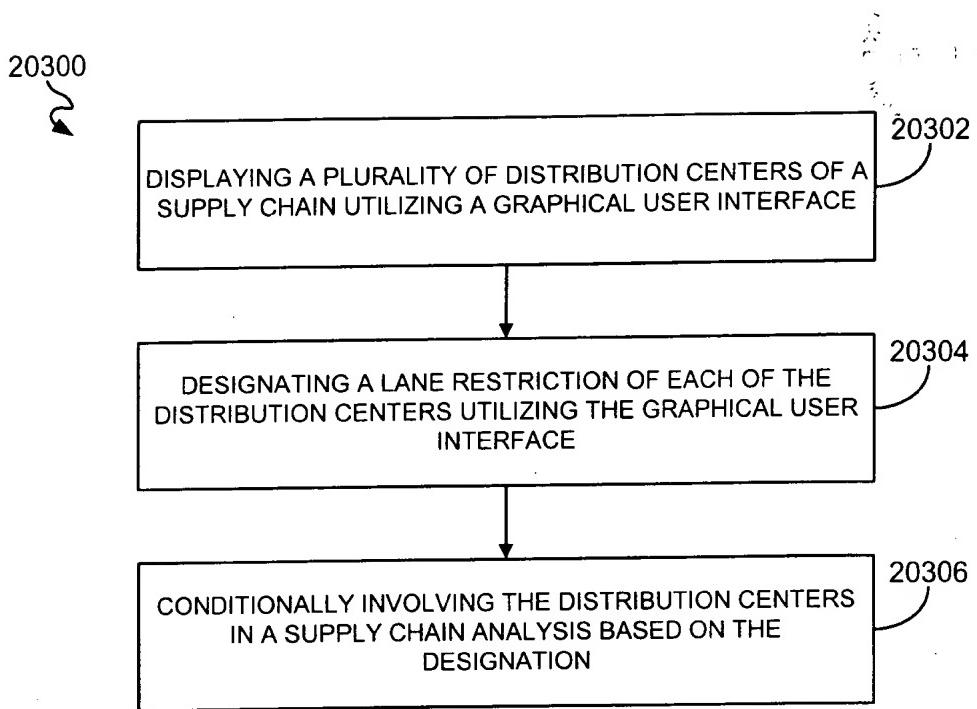


FIG. 203

20400

Supplier FOB	Address
CAVENDISH FARMS J.R. SIMPLOT COMPANY-HERMISTON, OR	Deppe NB 1A6X4 Hermiston OR 99999
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls ID 83211
Distribution Center	Truckload Freight Lane Distance
AMERISERVE POST ALBUQUERQUE	1,617
AMERISERVE POST DENVER	1,277
AMERISERVE POST-SALT LAKE UT	691

FIG. 204

20500

Supplier FOB	Address						
O.K. FOODS-FORT SMITH AR	Fort Smith AR 72904						
TYSON FOODS-GREEN FOREST AR	Green Forest AR 72638						
TYSON FOODS-RUSSELLVILLE AR	Russellville AR 72801						
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

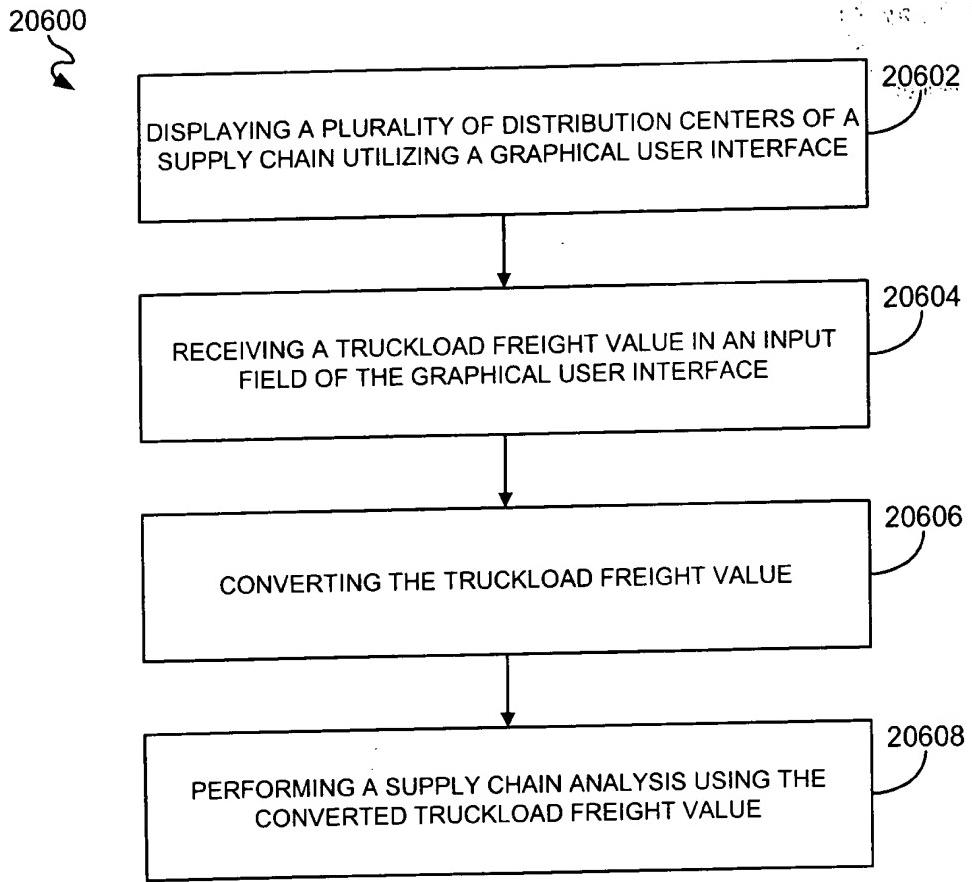


FIG. 206

FOODS
20700

20700

Analysis Region	Force FOB
MCCABE PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

FIG. 207

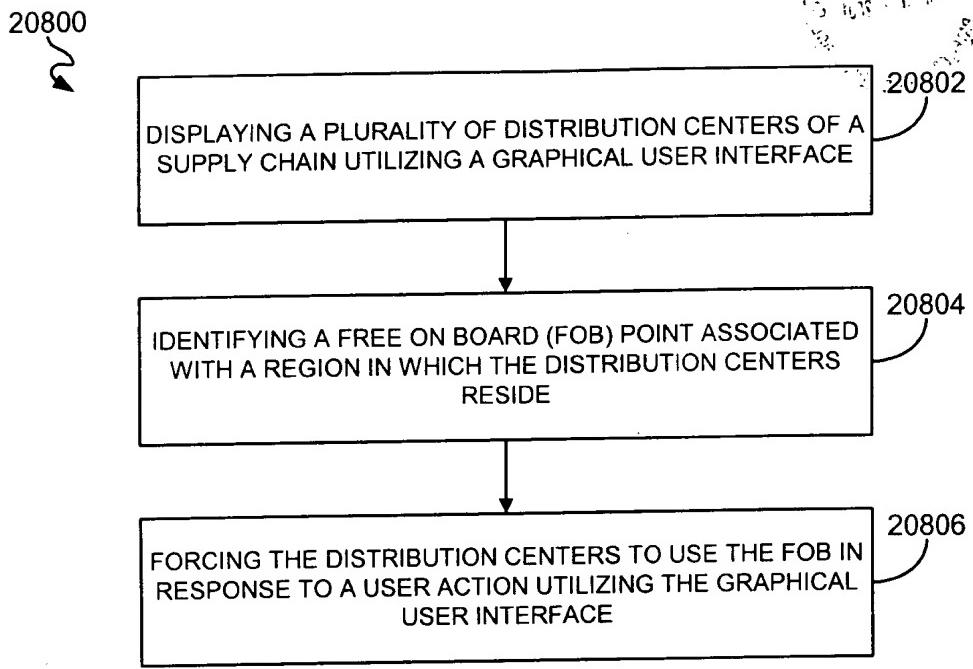


FIG. 208

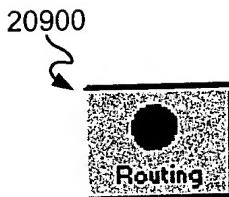


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Name: Freight Information Provided

Report Parameters:

- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)

Version: Base Version

FIG. 210

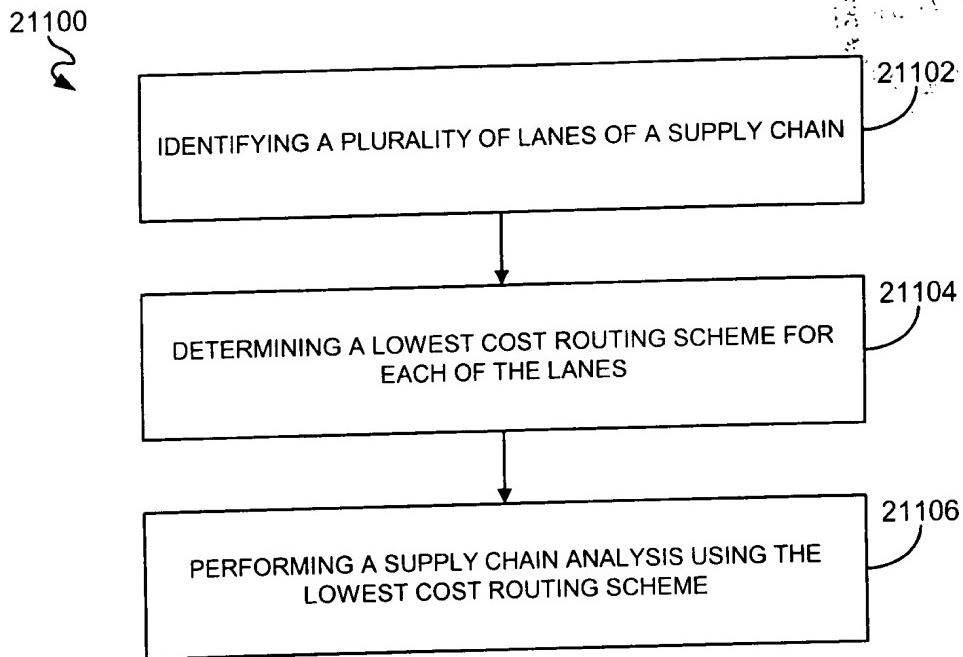


FIG. 211

21200

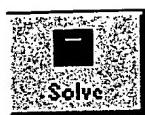


FIG. 212

21300

21302

Report Selection	
Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	New Capacity & Prices

FIG. 213

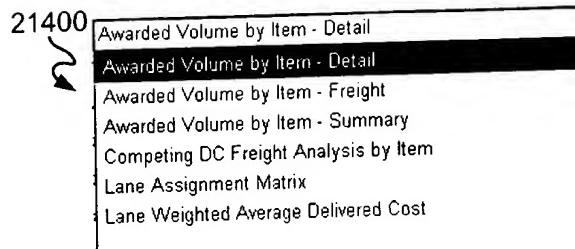


FIG. 214

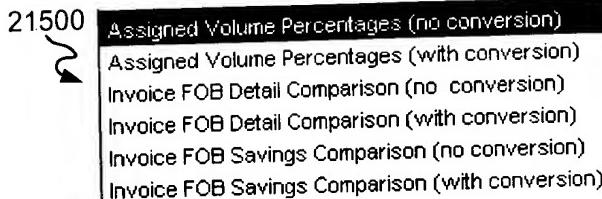


FIG. 215

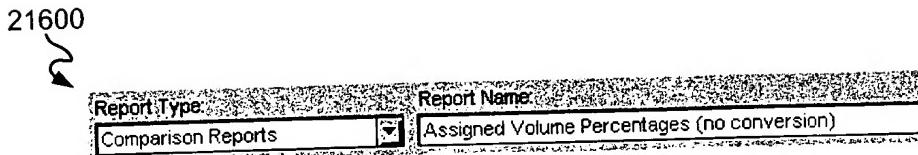


FIG. 216

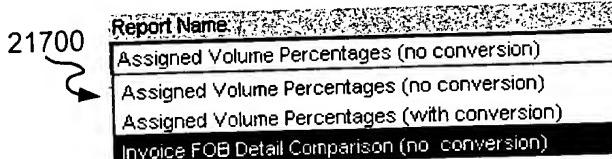


FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No

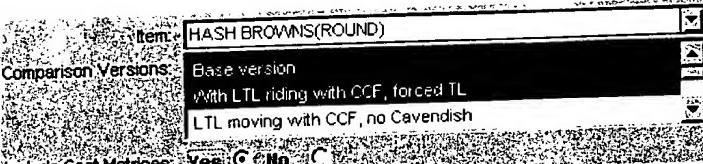


FIG. 218

21900



FIG. 219

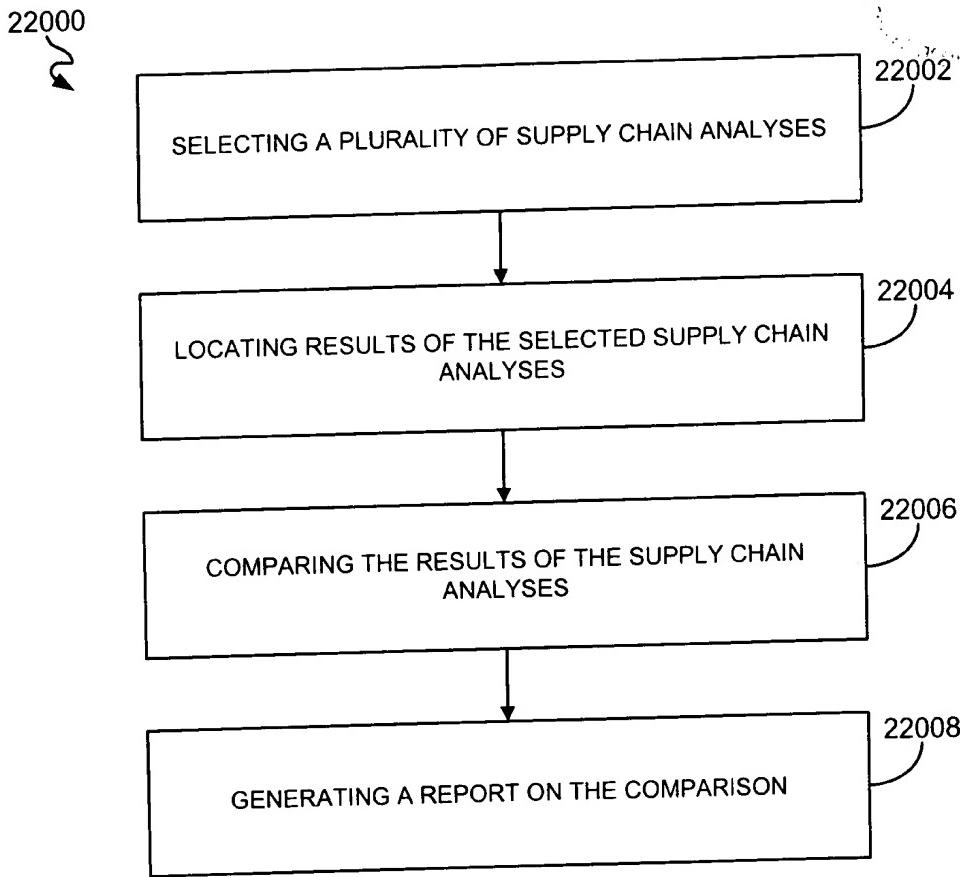


FIG. 220

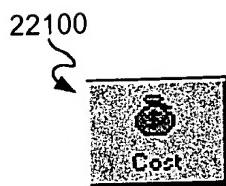


FIG. 221

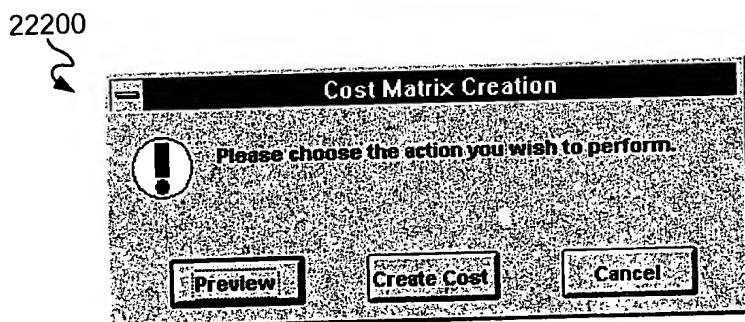


FIG. 222

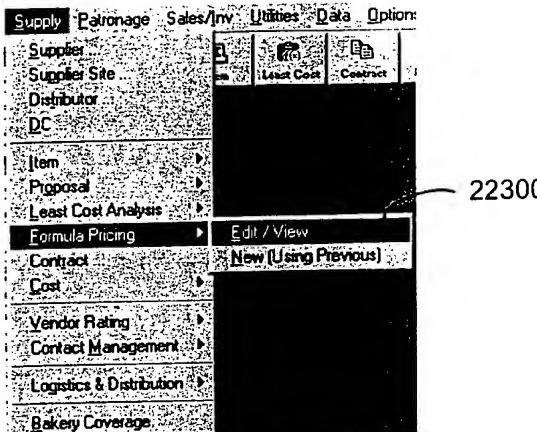


FIG. 223

22400

A screenshot of a 'Formula Pricing' dialog box for 'BEEF - 77% - 04/06/98'. The dialog has tabs for 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'Pricing' tab is active, showing a 'Pricing ID' of '12'. The 'Description' field contains 'Beef Pricing 04/06/01'. The 'Item' field shows 'BEEF - 77%'. Below these are fields for 'Raw Material Pricing Date' (04/06/01), 'From' (02/23/01), 'To' (04/06/01), 'Cost Matrix Begin Date' (03/15/01), 'End Date' (03/28/01), and 'FOB Adjustment Amount' (0.0000). A callout arrow labeled '22400' points to the 'Pricing' tab.

FIG. 224

22500

General Info	Pricing		Freight		Formulas		Stock Cost		Adjustments					
	Date	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	FRSH	IMP AHS	Lean		
	DOM 65%	DOM 65%	DOM 75%	DOM 75%	DOM 85%	DOM 85%	DOM 95%	DOM 95%	DOM 95%	FRZN	50% LEAN	Lean YW	Lean BL	
	TRIM	TRIM	TRIM	TRIM	LEAN	LEAN	LEAN	LEAN	LEAN	LEAN	Lean	Lean	Lean	
03/23/98	0.8800	0.9100	0.8052	0.9300	0.8918	0.9900	0.9900	0.8950	1.0000	0.9500	0.9500	0.7980	0.8400	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9500	0.8400	0.9200	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.0000	1.1500	1.2000	0.9500	0.9500	0.8000	0.8400	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9500	0.9550	0.9800	0.8400	
03/27/98	0.8900	0.9200	0.8344	0.9500	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9550	0.9870	0.9650	0.7998
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9988	1.0000	0.9870	0.9650	0.9870	0.9000	
03/31/98	0.8950	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9840	0.9630	0.9840
04/01/98	0.9700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2500	0.9630	0.9630	0.9200	0.9670	0.9200
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9540	0.9580	0.9670	0.8600
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9580	0.9559	0.9760	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9801	1.0690	1.0850	1.1210	0.9572	0.9559	0.9760		

FIG. 225

22600

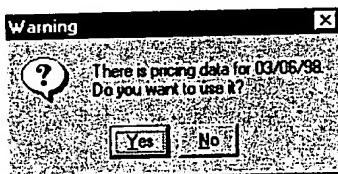


FIG. 226

22700

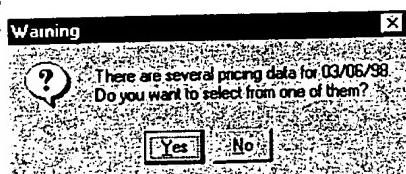
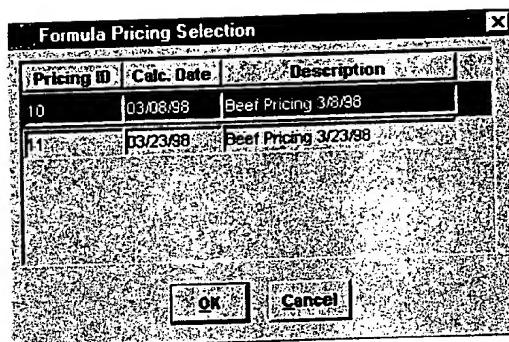


FIG. 227

22800

**FIG. 228**

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Supplier FOB	Address				
AMERICAN FOOD SERVICE	King of Prussia, PA 19406				
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805				
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108				
Material Type	Freight Amt				
Fresh Domestic 50% Trim	0.0450				
Fresh Domestic 65% Trim	0.0000				
Fresh Domestic 73% Trim	0.0000				
Fresh Domestic 75% Trim	0.0000				
Fresh Domestic 80% Lean	0.0000				
Fresh Domestic 85% Lean	0.0000				
Fresh Domestic 90% Lean	0.0400				
Fresh Domestic 90% Lean-Blue	0.0000				
Fresh Domestic 90% Lean Yellow	0.0000				
Frozen Domestic 90% Lean	0.0000				
Imported Australia 90% Lean	0.0150				

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98														
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		FOB		Total
Code	Name	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
Formula	Formula	0.9940	\$0.9990	0.99	\$0.9990	0.1232	\$1.1222							
AFS-1	AFS-1	0.9120	\$0.2071	0.99	\$1.0123	0.1669	\$1.1792							
DIV-4	DIV-4	0.1400	0.1295	-0.2000	0.1948	0.1400	0.1368							
GS-1	GS-1	0.3270	0.3042			0.2179	0.2026	0.2178	0.2153	0.2179	0.2386	0.1951	0.1050	\$0.9566
SAC-1	SAC-1	0.2414	0.2200			0.2179	0.2026	0.2178	0.2153	0.2179	0.2386	0.1951	0.1050	\$0.7721
SER-1	SER-1	0.3230	0.2905			0.2179	0.2026	0.2178	0.2153	0.2179	0.2386	0.1951	0.1050	\$0.9564
TEX-1	TEX-1	0.3090	0.2766			0.2179	0.2026	0.2178	0.2153	0.2179	0.2386	0.1951	0.1050	\$0.9516
WH-1	WH-1	0.3250	0.2953			0.2179	0.2026	0.2178	0.2153	0.2179	0.2386	0.1951	0.1050	\$0.9575
WIS-1	WIS-1	0.3325	0.2977			0.2179	0.2026	0.2178	0.2153	0.2179	0.2386	0.1951	0.1050	\$0.9518

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98							
General Info		Pricing		Freight		Formulas	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>	
DIV-4	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>	
GS-1	0.9866	0.98	\$1.0037	0.1267	\$1.1324	<input checked="" type="checkbox"/>	
SAC-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>	
SER-1	0.9684	0.99	\$0.9931	0.1235	\$1.1156	<input checked="" type="checkbox"/>	
TEX-1	0.9916	0.98	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>	
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>	
WIS-1	1.0018	0.98	\$1.0002	0.1334	\$1.1536	<input checked="" type="checkbox"/>	

FIG. 231

23200

Formula Pricing - BEEF .77% 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formulas	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
GAFS-1	0.9840	0.9850	0.9980	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1267	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SR-1	0.9884	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	0.9957	0.1232	0.0000	1.1299
Amount	Adjustment Desc					
0.1500	Upcharge					

FIG. 232

23400

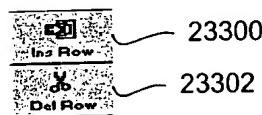


FIG. 233



FIG. 234

23500

Formula Maintenance

Formula ID	Facility	Description	Short Name
6	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

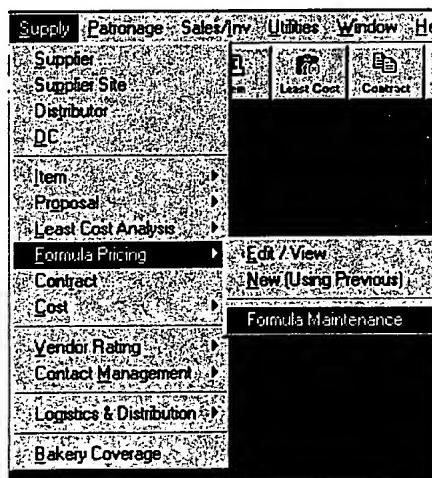


FIG. 236